The Outlook

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NEW YORK GETS REFORMS

With comic suddenness, the men who make the laws for New York State decided, about two weeks ago, to give the people what they had long and vainly been demanding. These lawmakers were the same lawmakers who have been standing out against all these various reforms. They were the identical individuals who had squabbled over the terms of a Workmen's Compensation Bill until there seemed to be no hope for relief for the men and women who are injured in industry. These were the same lawmakers who defeated a genuine Direct Primary Bill and had the effrontery to pass in its stead one that was largely pretense. These were the same lawmakers who refused to entertain the idea of adopting a Massachusetts ballot which deprives the machine of a good deal of its power. Before the people had a chance to learn of their good fortune these lawmakers adjourned. So have been enacted—in the case of the Direct Primary Bill by unanimous vote in the Assembly and in the other two cases with only four dissenting votes—three measures for which a continuous campaign has been conducted during the terms of at least three Governors.

The new Workmen's Compensation Act takes the place of the one that was enacted during Governor Hughes's administration and was declared unconstitutional by the Court of Appeals on the ground that it took property without due process of law. The Constitution has since been amended. We do not believe that any judge will hold that the new amendment will allow property to be taken without due process of law; and yet every one believes that this new Compensation Act, which is more drastic than the old one, will be held to be constitutional. If it is so held, it will be because judges as well as legislators have in the meantime learned a lesson about what is necessary for the protection of life and limb in modern industry.

The Massachusetts ballot, which is now legal in New York, does away with the party column, so that it is no longer possible for a voter to vote a straight party ticket by making a single mark, but the voter must indicate his choice for each candidate. This is a great gain for the cause of free elections. The party boss can no longer count on the men at the head of the ticket carrying into power a number of unworthy nominees.

The new Direct Primary Law will give New York the first approach to real primaries that that State has had. This means another blow to bossism in the most populous State of the Union.

The honor of signing these bills falls to the lot of Governor Glynn. A share of the credit for the result, however, should not be withheld from the impeached Governor whom he succeeded, Governor Sulzer; and a large share of the credit belongs to Governor Hughes and the men who supported him.

In politics nothing seems impossible. That a Tammany-controlled Legislature should give these laws to New York after Tammany, in combination with the Republican machine, had gone to extremes to defeat them is proof that the people can employ almost any agent to accomplish their will; but it is also proof that unworthy agents of the people will do a great deal to thwart the people's will as long as the law gives them power to do so.

THE CARABAO DINNER

When the Secretary of War announced last week that he had been instructed by the President to ascertain whether the conduct of certain military and naval officers had been such as to warrant a court martial or a reprimand, the country at large gasped with wonder. When it appeared that the offenses committed lay in allusions and songs at the annual dinner of a society of officers who have served in the Philippines, called the Order of the Carabao, the wonder changed to a suspicion that the Administration was dealing over-ponderously and over-publicly with a matter that might better have been handled discreetly and within the two services. To call attention to violations of taste and judgment too often increases rather than lessens the harm done.

Granted that some of the allusions and rhymes were disrespectful to one or more members of the Administration and offensive to our Filipino wards; granted, also, that military and naval officers have special obligations to restraint in talking, even in fun, about their superior officers and their conduct of affairs—nevertheless, the spirit of derision with which the press has exploited and spread abroad the offense has immensely extended its effect. It is pretty hard to distinguish between the harmless chaffing and burlesque which sounds so amusing and harmless after dinner—and often reads so flat the next day—and that which is intolerable and should be punished.

One is inclined to think that the wise thing in this case would have been to treat the offense with tactful firmness, to see that it was thoroughly understood by officers that hereafter their dinner programmes must be edited with severity and lean in the direction of reserve rather than familiarity. Moreover, it is a poor plan for any leader to humiliate those who are to serve him or serve with him.

THE HETCH HETCHY BILL SIGNED

The President has signed the Hetch Hetchy Bill, granting to the city of San Francisco the right to construct a reservoir within the boundaries of the Yosemite National Park. Apparently the President has been convinced that in so doing the interests of the Nation at large have not been vitally jeopardized, even though a precedent has now been established for the future utilization by local interests of those parts of the public domain which have been set aside by act of Congress for the perpetual enjoyment of the entire Nation. The President accompanied his signature with the following statement:

> I have signed the bill because it seemed to serve the pressing needs of the region concerned better than they could be served in any other way, and yet did not impair the usefulness or materially detract from the beauty of the public domain.
>
> The bill was opposed by so many public-spirited men, thoughtful of the interests of the people and of fine conscience in every matter of public concern, that I have naturally sought to scrutinize it very closely. I take the liberty of thinking that their fears and objections were not well founded.
>
> I believe the bill to be, on the whole, in the public interest, and I am the less uncertain in that judgment because I find it concurred in by men whose best energies have been devoted to Conservation and the safeguarding of the people's interests, and many of whom have, besides, had a long experience in the public service, which has made them circumspect in forming an opinion upon such matters.

The Outlook would have been more willing to share the President's confidence that the Hetch Hetchy Bill does not trespass upon the rights of the Nation had the project ever been reported upon by a broadly constituted, responsible, and official commission, capable of approaching the subject from the angle of statesmanship as well as that of apparent expediency.

THE ADMINISTRATION AND THE TRUSTS

That the evils of industrial trusts will be the most important new subject to come before this session of Congress is inevitable. Several bills to this end have been introduced. The three offered by Mr. Murdock and that by Senator Newlands we have outlined. President Wilson himself referred very slightly to the matter in his recent Message, but intimated that an entire Message would be devoted to the topic. The report of Secretary Redfield, of the Department of Commerce, made last week, devotes much attention to the regulation of corporations, and in it may be found some indication of the Administration's attitude toward future legislation.

As to principles involved, Mr. Redfield holds that a fundamental question to be determined is whether the big combination in business is socially and economically effective, as some claim, and whether, even if so, the evils resulting are not greater than the economic gain; whether unfair and wrongful advantage of monopoly may not be mistaken for the supposed increased efficiency of "bigness and bulk." The Secretary wants a large inquiry into such questions as these, and more specifically into the fixing of retail prices and the cost of production—as to the latter he urges an inquiry into the cost of clothing such as is now going on in regard to the cost of pottery. For the main investigation, that as to the productive efficiency of trusts, he asks for a large special appropriation.

All this does not throw much light on the question of immediate legislation, but Secretary Redfield includes as part of his report the recommendations of the Commissioner of Corporations, Mr. Joseph A. Davies, and says that Congress will undoubtedly address itself " to some of these aspects of the situation with curative provisions." The remedies suggested by Mr. Davies are as follows:

> A law providing that there shall be a presumption that all restraints of trade are unreasonable and placing the burden of establishing the reasonableness of such restraint upon the party alleging it; legislation looking to fundamental charter provisions for every corporation doing inter-State business; that stocks and bonds shall not be issued except for money or property at its true money value, preventing the watering of stocks; that corporations shall not hold stock in other competing companies, and that neither a person nor a corporation shall at the same time own a controlling interest in two or more competing corporations; and that the officers of corporations shall not be affiliated directly or indirectly by holding office in other corporations.

These are all debatable proposals. We do not here argue their merits. But it is evident that they involve something more than slight supplementary additions to the Sherman Law and new methods of enforcing the law.

WOMAN ON THE FARM

For sixteen years the first week of December has marked the appearance of information of a generally cheering nature, contained in the annual reports of James Wilson, Secretary of Agriculture. No Cabinet officer ever served for a longer period than he did, and perhaps no agricultural authority has ever better educated the ordinary man on the subject of farming. The just-issued report of his successor, Secretary Houston, is no less interesting, if perforce not so cheering, since the production of crops in 1913 was much below the average; indeed, the yield per acre of all crops combined was smaller than in any year of the past decade except 1911.

Two features of Mr. Houston's report call for chronicle. First of all, there are the changes in the Department's organization; in particular, the reorganization of the Weather Bureau and of the Bureau of Statistics, the latter henceforth to be known as the Bureau of Agricultural Forecasts. The changes as outlined in the Secretary's report are certainly in the line of the development of efficiency and co-ordination.

Then there are the new fields of work, and these make a striking array—the marketing of farm products, rural organization, rural credits, rural hygiene and sanitation, the popularization of the Department's work, the development of closer relations with the State agricultural institutions, and, above all, the condition of women on the farm.

Secretary Houston rightly believes that the domestic work of the woman on a farm has a direct bearing on the efficiency of field workers, that her handling of the home and its surroundings contributes to the cash intake, and that, in addition, hers is largely the responsibility for contributing the social and other features which make farm life satisfactory and pleasurable. Of course, on her rests largely the mental and moral development of the children, and, as the Secretary states, on her attitude depends in great part the question whether the succeeding generation will continue to farm or will seek the allurements of life in the cities.

THE WOMAN'S NEEDS

As a matter of fact, the needs of the farm woman have been overlooked. We have heard a great deal about the installation of effective agricultural machinery for the field workers. We have heard much about the best methods of crop production. But we have not heard much about the farm home. On many farms, where there is money enough to buy the latest agricultural appliance, there is seldom a surplus, as Mr. Houston points out, to provide the woman in her work with machinery to lighten her physical labor.

Hence the Secretary proposes to ask Congress for means and authority to make more complete studies of domestic conditions on the farm. He has, we are glad to say, not waited for the sanction of Congress to make a beginning. He has already sent letters of inquiry to the housewives of fifty-five thousand progressive farmers in all the counties of the United States. The enormous number of replies leave no doubt as to what should be done. Many of the answers indicate that there should be means of increasing the precious personal income received by women from poultry, butter-making, or the garden. Other replies ask the Department to suggest new handicrafts or gainful home occupations. Still others seek better means of marketing preserves, cakes, or fancy work. There are also demands that the Department establish a Woman's Bureau and issue a weekly publication designed for women.

Thus the Department of Agriculture has a great opportunity before it. We trust that it will take full advantage of it to do all possible good in this direction.

DR. MONTESSORI AND HER TEACHINGS

During her brief visit to this country Dr. Maria Montessori, or Dottoressa Montessori as her followers like to call her, gave several lectures about her methods of educating children. It is safe to say that a good many who had been skeptical about the Montessori methods as they had heard of them found their skepticism disappearing when they heard her speak, and very nearly vanishing altogether when they saw the application of her theories illustrated in moving pictures.

There has been, for example, a very general impression that Dr. Montessori abolishes discipline and does away with all instruction. Nothing could be further from the truth. If Dr. Montessori's words and the motion pictures shown of children in her schools can be accepted as evidence, she maintains, both in theory and practice, an astonishing degree of discipline and provides an extraordinarily effective mode of instruction.

DR. MONTESSORI'S LECTURE

Her lecture before the Brooklyn Institute, given in the Brooklyn Academy of Music, may serve as an example of her method of presenting to American audiences her theory and her practice. First she gave an address in Italian. She would in a few sentences make a point, and then pause while her coadjutor, Miss Anne E. George, interpreted her words in English. There is one great advantage in this form of lecture: it allows the succession of points to sink into the minds of the hearers.

That lecture of Dr. Montessori's followed this course: Everything that grows must have its own freedom; and its freedom must be respected—the freedom of the bird to fly, the freedom of the tree to sink its roots into the ground. If we prevent the bird from moving freely, it ceases to be what it ought to be; if, on the other hand, we root up the tree and move it about from place to place, we deprive it of its freedom to grow and we injure it. We recognize the freedom of the bird as being different from that of the tree. We should also recognize the freedom of the child, but we should try to discover what that freedom is.

It is certainly not abandoning the child to its own devices. We know a good deal about the physical freedom of the child, but the inner freedom of the child—the freedom of his mind—is harder to understand. To learn about it requires study. Children have before them a great task in the process of learning, incomparably more difficult than that which confronts an adult who goes into a foreign country.

The child is not only learning a foreign language, for all language is foreign to him, but he is learning to use his senses. He learns very largely at first through the sense of touch, and yet he is being told by adults not to touch; he is constantly being asked if he cannot keep his hands off things. Children thus are learning in constant antagonism to adults; but in spite of the opposition they meet they go on learning, but often with a sense of irritation. They are bound to learn, in spite of adults. To give children a chance to learn is to release them from this restraint, and when they are thus released they expand at once. Children's interest in their environment is insatiable.

The new kind of teacher is the one who guides the child's discoveries, who distinguishes between the useful and harmful activities of the child, who knows when to interfere with the activities of the child so as to enable the child to avoid the harmful and to make the best use of the useful, and who, when interfering, does so in such a way that the child is not deprived of the consciousness of arriving at his knowledge himself. If properly carried out, this guidance of the freedom of the child will no more deprive him of the power of doing the things he does not want to do than hygienic care deprives infants of the power of overcoming disease. The stronger the child, the more capable he is of making sacrifice. As we are preparing the race for physical conflicts by hygiene in infancy, so through spiritual and mental hygiene we can prepare the race for mental and moral conquest.

MOTION PICTURES OF DR. MONTESSORI'S PUPILS

After the lecture, motion pictures of children at work under the direction of Dr. Montessori or of Montessori teachers were shown. Three things impressed the observer of those pictures: one was that these children were not at play, but at work; the second was that these children were so absorbed in their activities that they were not distracted by the motion-picture machine which was taking their pictures; and the third was that what they were doing they were doing with astonishing efficiency—if building blocks, laying them exactly; if selecting material according to length or texture, doing it promptly and correctly; if writing, doing it with ease and grace.

As is so often the case with new ideas, the message that Dr. Montessori has brought from Italy to America is not one that is in substance unheard of or even revolutionary. In so far as it appeals to one as being true, it is the message that we have always heard. What is distinctive about it is that Dr. Montessori seems to have brought these truths under a scientific test, has correlated them into a system that appeals to one's reason, and has applied them with extraordinary effectiveness.

THE FLEET COMES HOME AGAIN

The Outlook reported in its issue of November 8 the start of the Atlantic battle-ship squadron for the Mediterranean. Now the fleet, under command of Rear-Admiral Charles J. Badger, has returned to American waters. Elsewhere in this issue we publish a picture of the flagship Wyoming steaming up the East River. Together with the Arizona, the Utah, and the Florida, the Wyoming is now at the Brooklyn Navy-Yard. The Ohio, Vermont, Kansas, and Minnesota diverged from the first division of the fleet at the Azores and headed for Vera Cruz. The Vermont, however, broke a shaft in the "whole gale" through which the fleet passed on the voyage home, and, under convoy of the Delaware, was forced to proceed to Norfolk for repairs. The Ohio, likewise unfortunate, was forced to go into quarantine at Guantanamo because of two cases of smallpox on board.

Not without valuable results has been this voyage of the fleet to the Mediterranean ports. It has demonstrated, as nothing short of actual war experience could do, both the physical ability of our battle-ships to cut loose from their base of supplies and the efficiency of our officers and enlisted men. In seven weeks the fleet steamed nine thousand miles without buying an ounce of coal or provisions, their own colliers and supply ships furnishing everything needed throughout the voyage. The refrigerator ships which accompanied the fleet have even brought back part of the beef with which they started. It is said that this cruise probably established a record for economy. Virtually every ship performed better in this respect than ships of the like class in previous years.

One of the reasons for the cruise was that the bluejackets might receive the education which comes from travel—a fulfillment of that promise made by the Navy Department in its advertisements for enlistment. Apparently the sailors took advantage of every opportunity given them. The men were received with open arms in all ports where the ships anchored. In Villefranche theaters were thrown open without charge to the sailors; at other ports leggings, tents, haversacks, and canteens were given the enlisted men, and they were permitted to go on walking tours throughout the surrounding country.

Yet if the cruise of our Atlantic battleship fleet has brought to the attention of the world the high standard of efficiency to which the officers and men of our navy have brought the tools and weapons intrusted to their charge, it likewise brings home to the attention of the world the grave situation which confronts this country as a naval power, a situation for which the employers of the navy, the people of the United States and their Congress, are responsible. Despite the whole-hearted efforts of our naval officers, our fleets, in point of proportionate power, are on a definite decline. Already we have fallen in strength from an assured second place in the world's navies to a position dangerously close to fourth. Based on the statistics supplied by our own Government, Germany leads us now by over a third in actual tonnage either built or building. This statement, however, really conveys a false impression of our strength. The battle power of a navy is in these days largely expressed in terms of dreadnoughts. Of these England has afloat or under construction forty-two, Germany has twenty-six, and the United States only twelve. According to the "Scientific American," if we continue our present rate of construction, we shall in a few years be surpassed by both France and Japan.

The present decadence dates from the time when Congress refused to continue our established policy of constructing at least two battle-ships a year. To place us again on our old footing of equality with Powers vastly weaker than ourselves in available resources we should begin the construction this year of no less than four first-class battle-ships, the number recommended by the General Board of the navy. To do less is to let the payment on our National insurance against war lapse out of sheer willful negligence.

"MONA LISA"

"Mona Lisa" has been found. In August, 1911, this famous painting by Leonardo da Vinci was stolen from the Louvre in Paris. It now appears at Florence. It seems that it was stolen by an Italian decorator, one Vincenzo Perugia, of Como, who had been employed at the Louvre and was familiar with all its exits. Himself an artist, he had long looked with sorrow on the accumulation of Italian art in the Louvre, and pondered on the raid made by Napoleon on the Italian galleries. Napoleon did make such a raid, but when the Restoration of the Bourbon Kings occurred most of the stolen pictures and statues were returned.

The "Mona Lisa" was not among the returned treasures simply because Leonardo never painted the picture for an Italian patron. He painted it for a French patron, Francis I of France, who paid four thousand gold florins for it. Afterwards Leonardo went to France as Francis's guest and remained there during the last few years of his life, dying in Francis's own castle of Amboise in 1520. Poor Vincenzo Perugia, more or less unbalanced mentally, wanted, if the story he tells is believed, to avenge the former spoliation, because everything taken had not been returned. Hence he conceived the idea of bringing back "Mona Lisa" to the country in which it had been painted. One morning he came very early to the Louvre, detached the picture, cut the canvas from the frame, concealed the frame under a stairway, hid the picture beneath his workman's blouse, and succeeded in escaping without attracting suspicion. He took the picture to Italy.

But his desire to restore the treasure to his own country did not find any immediate public expression. According to newspapers, Perugia remarked:

> I shall never forget the evening after I had carried the picture home. I locked myself up in my room. I stood bewitched before "Mona Lisa." I fell a victim to her smile and feasted my eyes on my treasure every evening, discovering each time new beauty and new perversity in her.

"MONA LISA'S" SMILE

For centuries "Mona Lisa's" "beauty and perversity" have fascinated beholders. No one, apparently, ever had so rapt and yet uncommunicative, so fascinating and yet baffling, a smile as Lisa, wife of Francesco del Giocondo, Leonardo's "Mona Lisa."

When Leonardo painted her, she was about thirty years old. Her gown is simple and drapes the figure in easy folds. Her dark hair hangs loosely over her forehead, and frames an oval face. Her eyes are impressive, and about her mouth is seen the smile which has been the chief characteristic in making the painting famous. The story goes that in order to obtain this effect the painter had musicians, singers, and jesters always near his subject so as to amuse her as he painted.

But her smile is infinitely more than one of mere pleasure. It is an eternal smile. As Walter Pater says of it, "It is a beauty wrought out from within, . . . of strange thoughts and fantastic reveries and exquisite passions." Pater proceeds:

> Set it for a moment beside one of those white Greek goddesses or beautiful women of antiquity, and you would then be troubled by its beauty, into which the soul with all its maladies has passed! All the thoughts and experiences of the world have etched and molded therein that which they have of power to refine and make expressive the outward form.

"Mona Lisa's" smile apparently kept Perugia from disclosing his treasure to his country until a few days ago, when he offered the picture for sale to an antiquarian of Florence. The antiquarian's suspicions were aroused. He referred the matter to the police. The picture was submitted to an examination by Signor Ricci, the well-known authority, who declared that this was the genuine "Mona Lisa" of the Louvre.

It was thereupon taken for public exhibition. Thousands of eager Florentines passed before it—indeed, nothing similar has ever been known in the city since the famous parade when Giotto's "Madonna" was borne processionally through the streets.

Some idea of this painting of "Mona Lisa," or "La Gioconda," as it is sometimes called, may be obtained from the reproduction which appears on another page in this issue, together with the portrait of Leonardo by himself.

The picture will be returned by the Italian to the French Government, and the resultant happiness in this service from one Latin country to another can hardly be overestimated.

LATEST DEVELOPMENTS IN THE RITUAL MURDER CASE

We learn from trustworthy private sources of information in Kiev that the Jewish prisoner Mendel Beilis was acquitted and Russia was saved from the disgrace of a ritual murder conviction by the narrowest possible margin. The inside history of the jury trial is said to be this:

In a large and civilized city like Kiev the list of venire-men—that is, from which a jury is made up—consists, as a rule, of persons who have had more or less education. In the body of twenty-four citizens from which a particular jury is chosen there may be a few illiterate peasants; but an overwhelming majority, in any given case, will be burghers, *chinovniks* (civil service employees), and peasants who have had at least primary school advantages. The jury in the Beilis case contained an unprecedented number of ignorant men—viz., nine—with not a single representative from the cultured class.

For this overwhelming preponderance of ignorance the following reason is assigned: When the Government, after a two years' search, failed to get evidence enough against Beilis to insure his conviction, it determined to improve its chances of success by manipulating the list of venire-men. This was done in such a way as to exclude from it all persons of culture and, as far as possible, all persons with a talent for leadership. Ignorant jurors, the Government reasoned, would be more likely to believe the ritual murder legend than cultivated jurors; they would become more quickly bewildered by a mass of conflicting statements from witnesses and experts; and, finally, they would yield more readily to the pressure of official authority. Among the twenty-four men, therefore, from whom the Beilis jury was drawn, there was no representative from the upper classes nor any person of real mental ability, while in other juries, which were trying petty cases of theft and fraud in other departments of the same court at the same time, there were many well-educated men, including three university professors.

A NARROW ESCAPE

This dishonest scheme of the Government, or its agents, came very near succeeding. Toward the close of the trial it became known to the prosecution, as well as to the presiding judge, that the jury stood seven to five for conviction; and the procurator was so sure of a triumph that, when counsel for Beilis repeatedly took exceptions to rulings of the Court, he—and in one case Judge Boldiref himself—said to them: "You can assign that ruling for cause when you make your appeal."

When the jury retired, after listening to the judge's charge, they still stood seven to five for conviction; but at the very last moment one of the peasants, whose conscience had been tormenting him, went over to the minority and could not afterward be moved. This left the jury equally divided, and as, under the Russian law, a verdict of guilty cannot be rendered by less than a majority, Beilis was acquitted. On the second question submitted to the jury, which involved the existence of ritual murder as a fact, the wavering juror went back to his original position. He was willing to admit the existence of ritual murder as a Jewish practice, but his conscience would not permit him to send into penal servitude a man of whose guilt he was not fully convinced. Beilis was therefore acquitted by a tie, while the reality of Jewish ritual murder was virtually affirmed by a vote of seven to five.

THE RUSSIAN GOVERNMENT'S METHODS

The Russian Government continues to strike with merciless severity at every man who at any time tried to trace the Yushchinski murder to the Cheberiak gang of criminals. Mishchuk, the first chief of the Kiev detectives, was sentenced to a year in the convict battalion; Krassovski, his successor, was twice prosecuted on trumped-up charges and was held a long time in prison; and now the Government club is about to fall on Brazul-Brushkovski, the amateur newspaper detective who assisted Krassovski in getting evidence against the Cheberiaks, and on Shulgin, the editor of the "Kievlianin," who published that evidence. It is said that at an agricultural convention which was held in Kiev last fall Brazul-Brushkovski did not rise to his feet when the band played "God Save the Czar." He is therefore to be prosecuted for *lèse majesté*. Shulgin, the editor, has already been indicted on the charge of "publishing false information calculated to excite the public mind."

It may fairly be inferred from these facts that in Russia it is far more dangerous for an innocent citizen to oppose the Government than it is for a professional criminal to commit a deliberate and cold-blooded murder. It is hardly a matter for surprise, therefore, that a well-informed newspaper reporter should keep his seat when the band plays "God Save the Czar."

CARDINAL RAMPOLLA

No one can have attended any function at St. Peter's or in the Vatican at which Cardinal Rampolla was present without feeling his kingly dignity. He acted like a king. Under Pope Leo he was Secretary of State. If Leo was a great statesman, incidentally a Pope, Rampolla was equally a great statesman, and in his proper place as Papal Secretary. Rampolla doubled the papal secular influence when, in 1885, he brought about a reference of the Spanish-German dispute about the Caroline Islands to Leo as arbitrator. In the Pope's religious influence Rampolla was also a sturdy pillar. He was Leo's closest collaborator in the movement for the reunion of the Christian Churches.

Most observers expected that Rampolla would succeed Leo as Pope—indeed, Leo is said to have expressed such a wish. But Rampolla did not succeed. He entered the Conclave sure of twenty-eight votes for election. But a cynical old Vatican proverb declares that "he who enters the Conclave as Pope will probably go out as Cardinal." Rampolla would have been elected Pope but for the Austrian Emperor's veto. Why should the Austrian Emperor have anything to do with a Conclave of Cardinals? Because for centuries Spain, France, and Austria had enjoyed the practice of objecting in the Conclave to the choice of a given candidate. At the time of Pius X's election Cardinal Rampolla was by far the most prominent candidate, but Rampolla, supposed to be of undue inclinations towards France, did not please Austria, and Austrian representatives at the Conclave exercised Austria's veto power. The first act of the present Pope, we are glad to say, was an act of justice to Rampolla. With a stroke of his pen Pius X ended the veto power and decreed that any cardinal attending a papal conclave who accepted any commission from any Government which claimed the right to veto the choice of Pope should be excommunicated.

It is a pity that Pius X did not continue Cardinal Rampolla as Secretary of State. With such a choice, some of the recent difficulties with France would doubtless have been avoided, and the Pope would have been influenced, as the head of the Church, to a larger and more broad-minded position with regard to modernism. As under Leo, so under Pius, Rampolla was believed to command a majority of prospective votes at the next Conclave. His personal prominence has always been dominating. A noble by birth, he was always a noble in appearance. No one in recent years at the Vatican has ever more *looked* the prelate than did he. Without the peculiar personal charm of either Leo XIII or Pius X, contrasted as are these characters, Rampolla seemed a more forceful personality than either. He would have made a great Pope.

CHINESE POLITICAL PARTIES

The other day the world was shocked at the announcement that Yuan Shi-kai, President of China, had expelled from the Chinese Parliament all the members of the Kuomingtang, or Nationalist party. At Peking this party was the center of rebel activity during the recent revolution of the southern Chinese against Yuan and the North. It received telegrams from the rebel leaders, and in return gave them reports on the progress of its own work at the capital. These telegrams are now in the Government's possession. They prove, it claims, that most of the parliamentary members of the party were directly or indirectly implicated in the revolution. Hence the President's issuance of mandates dissolving the party and unseating its members.

These mandates were accompanied by intimations that the step was taken, not as a vindictive measure or with the object of destroying the Constitution, but with the express object of removing from positions of public trust men who, by their intrigues, had shown themselves incapable of fulfilling their duties loyally. At least this was the President's view.

It was not the view of his critics. They said that he was no longer a President, but a Dictator, and that he had no constitutional warrant for what he had done. This is true. Neither had he any statute under which he could proceed against seditious persons, except the old law of the Manchu régime, based on ancient Chinese custom. But this does not mean that there is now an end of constitutional government in China, though of course the President's act may be criticised on constitutional grounds.

He would doubtless justify it on grounds of political, if not national, necessity. With this view the one vital question is: Was the action, or was it not, necessary to preserve law and order in China? To answer this question we must consider: (1) The utter want of familiarity with constitutional methods as known and practiced in America and Europe. (2) The enormous size of Parliament, which made for confusion and obstruction to the orderly working out of the problems which China must face and solve. (3) The fact that Yuan Shi-kai, with all his dictatorial limitations, stands for both stability and progress, and that he possesses, as does no other man, the confidence of the friends of China They expect that, with him as guide, the country will come through her ordeals strengthened and revivified.

Bad as a despotism under him or any one else would be, the lack of a strong government just now in China would be worse.

OIL IN MEXICO

The recent fighting about Tampico, a great center of the oil industry, led to a warning from President Wilson to the Mexican Government that American property there must be protected. It is well known that the Standard Oil Company has large oil interests in Mexico.

The Pearson Company, the great English firm, has also important concessions in Mexico. The first great undertaking of the Pearson interests there was the drainage work in Mexico City, the capital. This was followed by the building of the Vera Cruz harbor works and the construction of certain railways. The Pearson Company also gained concessions from the Mexican Government to establish light, power, and traction plants, and carry on other public works. Lord Cowdray, the head of the Pearson Company, is a friend of Sir Lionel Carden, the British Minister to Mexico. Sir Lionel recognized President Huerta at the very time when the President became Dictator. While this act was severely criticised in England as well as in America, it was followed by the announcement that the Huerta Government had granted further concessions to the Pearsons; indeed, the Pearsons have invaded fields in which a conflict seems probable with oil interests already established by the Standard and the companies allied with it. The Mexican oil-fields lie between the port of Tampico on the north and the port of Tuxpam on the south. In this territory are astonishing wells, one of which can produce some thirty thousand barrels a day. So rich are these wells in product that about thirty companies operate in the region. The manual labor at the wells is done mostly by Indians, who work under a sort of padrone system.

OIL IN COLOMBIA

While Central America also offers promising indications, a far more notable development of oil lies farther south in Colombia, in the territory about the Gulf of Uraba and near the port of Cartagena. The Pearson Company recently applied for a concession in Colombia, not only for oil rights, but also to establish pipe lines for the transportation of petroleum, to build docks, to carry on transportation by land and by water, to establish refineries, and to execute all works demanded by the exploitation of petroleum, such as storage warehouses, aqueducts, canals, telephones, telegraphs, railways, and power plants.

The right granted to construct docks obviously carries with it the suggestion of establishing a base at the seaboard. In time of stress or of military necessity this might easily become a naval base. Thus the matter would seem to fall within the scope of the Lodge interpretation of the Monroe Doctrine, passed by the United States Senate last year. Senator Lodge's resolution expressed the view that the United States could not without grave concern see the acquisition by a foreign corporation of a harbor or place in the Western Hemisphere that might be turned into a military or naval base and threaten the communication or safety of the United States. As this amplification of the Monroe Doctrine was passed by an almost unanimous vote, it has been considered a potent expression of American opinion. It is now announced that, because of our opposition, the application of the Pearson Company to the Colombian Government has been withdrawn.

All this emphasizes, first, the fact—not hitherto popularly recognized—that the region washed by the Gulf of Mexico and the Caribbean Sea is an oil center. This is of moment, not only because of general trade in oil, but also because of the prospective large use of oil on battle-ships. The British Admiralty has decided in favor of liquid fuel in the British navy, and our own Government is also alive to its use in our own battle fleets. The importance to us of an oil supply not far removed from the Panama Canal is evident.

In the second place, we note with satisfaction the respect paid to the Monroe Doctrine, even in its newer and more amplified form.

THE WAR IN MEXICO

The insurgent attack upon Tampico having been repulsed by Federal forces, the refugees on war-ships and other vessels returned to their city homes to find them looted or destroyed. Americans and other foreigners were among the sufferers.

The news of last week from General Villa was about equally concerned with reports of his intention to advance southward upon Torreon, a town of importance recently captured and now held by the Federals, lying between Chihuahua and Mexico City, and his confiscation of property at Chihuahua. So startling were the latter reports that President Wilson sent a special agent, Mr. Carrothers, formerly American Consul at Torreon, to remonstrate. Villa bases his treatment of Spanish residents of Chihuahua on the general allegation that, although foreigners, they have taken a partisan attitude in Mexican political affairs. The estates of General Luis Terrazas, the eighty-year-old ex-Governor of the State of Chihuahua, who escaped across the desert when Villa was approaching, are said to comprise three-tenths of the whole State, or nearly as much land as that of New York State; and his son-in-law, Enrique Creel, whose property has also been seized, is the most prominent banker in Mexico.

A SWISS HETCH HETCHY

In America the Hetch Hetchy problem put the question squarely before the lovers of nature: How pressing must be a utilitarian good to justify the destruction of an æsthetic asset? Switzerland has also had to deal with this question. There, as here, the utilitarian arguments have often prevailed over the æsthetic. Now they have prevailed to a very alarming extent, if we are to believe the critics of the Jungfrau Railway and other mountain railways.

The latest Swiss railway proposal has to do with the valley known as Saas-Fee. Most visitors to Switzerland know Zermatt. They remember that in proceeding from the Rhone Valley at Visp up to Zermatt, the Visp Valley branches out. Saas-Fee lies to the right and Zermatt to the left. Of the two small valleys before one at the little hamlet of Stalden, the Saas Valley is the more charming. It is hidden from view by great granite walls with their covers of larches. One must go by a very winding road upwards to the Saas Valley. Once there, the glacier atmosphere is already evident, and as one proceeds there appears the dazzling circle of very high mountains crowned with everlasting snow. About one in the valley are primeval forests, with here and there some little chapel like that of Saas-Grund, apparently hidden behind the trees. This valley, like far-away Hetch Hetchy, has been an *ultima thule* to the real lovers of nature. Now a railway is proposed. Instead of the coveted solitude, one of the last gems of Swiss scenery to resist foreign invasion must now be sacrificed to tourists with Baedekers.

These tourists should have all the chance possible to see beautiful scenery. It would seem as if in Switzerland this was already more than amply provided for.

LUDWIG FULDA

Herr Ludwig Fulda has been gratifying his American admirers by reading to them in public from his own works. Those who have been fortunate enough to listen to the poet's resonant voice have become acquainted, first of all, with an interesting personality, and have also gained a wider view of present-day German literature. We are too apt to think of that literature in terms of Hartmann and Sudermann. They are notable writers, it is true, and they truly interpret certain sides of German life and customs. They do not, however, satisfy those who find in Lessing, Schiller, and Goethe the great interpreters of the German life of a century ago, and who look for something less earthy in the interpreters of to-day. We find that something else in Fulda.

The effect of a reading or hearing of Fulda's poems, dramas, stories, and sketches is morally stimulating. This writer is straightforward in his accounts of supposed fact, but alongside every fact there is always a fancy. Alongside of everything that is awry there is always a high light. If Fulda describes a barnyard, he does not describe it as if he were knee deep in its muck. He elevates you at least to the roof of the barn, although he may not elevate you to the roof of a cathedral.

Ludwig Fulda is of Jewish descent. His face and manner, however, give little indication of that. He was born at Frankfort in 1862. His first play appeared about thirty years ago. Of his dramas the greatest theatrical successes have been "The Talisman," "Friends of Youth," and "The Twin Sister." Fulda's dramatic work is distinguished by cleverness of dialect, together with an absence of the raw naturalism of some other contemporary play-writers. Certain of his dramas are very symbolic. His manner of writing reveals much lightness of touch. As to substance, Fulda stands emphatically for the idealistic side of German literature.

THE GEORGE JUNIOR REPUBLIC

Two investigations have been made into the affairs of the George Junior Republic, the institution founded by Mr. W. R. George at Freeville, New York, in which boys and girls who have been delinquent or difficult to manage have been placed under a system of self-government, with an extraordinary degree of liberty. One of these investigations has been conducted by a committee chosen by the Board of Trustees of the institution. The other has been conducted by the State Board of Charities. The latter body has made a report, in which it alleges certain grave defects and makes certain recommendations. It asserts that the boys and the girls have abused their freedom. Its most important recommendations are that girls be excluded from the Republic, and that all the discipline be taken out of the hands of the "citizens" and assumed by the adults in charge. It is evident that this report is based on inadequate information, inasmuch as Mr. George, the founder of the Republic, who is held responsible by the State Board of Charities for these conditions, was not given a hearing. The excuse that his testimony before the other committee was read is of course inadequate.

There are two methods of dealing with delinquency. The old official method is by means of punishment; the new enlightened method is by means of remedy. It is this newer and more enlightened method which is the fundamental characteristic of the George Junior Republic. The State Board of Charities evidently believes in the old official method. Its recommendation with regard to the administration of discipline there would entirely change the whole character and basis of the institution.

There remains yet to be given the report of the other Committee. This is a body constituted so as to invite public confidence. It consists of Justice Seabury, of the State Supreme Court, Mr. Joseph H. Choate, and Miss Lillian D. Wald, the head of one of the great settlements of New York City. Until the recommendations of this Committee are received concerning any proposed changes within the George Junior Republic we shall reserve our opinion, and we advise our readers to do likewise.

DAILY VACATION BIBLE SCHOOLS

For over two months in summer, school supervision is withdrawn from no less than eighteen million of our children. With many of these the vacation is a happy and healthful time; for more, however, it is a time of demoralization, if not of danger. This of course is especially true in our large cities. There should be welfare centers for such children.

Twelve years ago five such centers were established in New York City by Robert G. Boville. He saw an opportunity to bring together idle children, idle churches, and idle students.

He obtained the use of five church buildings to promote the welfare of children, irrespective of race or creed. He arranged that these children should be supervised by young men and women from our educational institutions who wanted an opportunity for social service.

The experiment was successful from the start. To-day thirty-four cities are represented in the movement. There are two hundred and fifteen schools. They are officered by over a thousand teachers. The number of children enrolled exceeds fifty thousand.

This is indeed a splendid success—to take fifty thousand children off the streets for sixty summer days, to give to them suitable manual, mental, and religious training, songs and games; to promote the community use of church buildings; and, finally, to take from over twenty of our schools and colleges a thousand alert young men and women fitted to be efficient leaders of children.

This treble good should receive National support. Social service scholarships in this movement should be opened to students in all of our colleges, so that young men and women may be able to choose this field of service if otherwise they would have been kept from it by reason of too great financial sacrifice. We have invested millions of dollars in buildings and in other necessary features of education. How much have we invested in the transmuting of education into social service? The sum of $2,500 will suffice to furnish income necessary to maintain such a social service scholarship. Contributions toward this scholarship and endowment plan may be sent to Mr. J. Adams Brown, 40 Bible House, New York City.

BIBLE TEACHING

Quite apart from the social service features of the movement, the teaching of the Bible at the Daily Vacation Bible Schools is interesting because it discloses a modernness of attitude and methods different from those of the old-fashioned Sunday-school.

In the old method emphasis was put upon suppression. The emphasis in the new method is on guiding to good ends the child's own self-expression.

Under the old system, teachers were so eager to show the children the way to heaven that they neglected instruction about the world in which the children were to live. The modern method uses the sand-table and map.

Again, Bible stories naturally center about the great characters of the Bible. Under the modern method these characters are not only followed in chronological order, as under the old system, but—and here is the principal feature—a point of contact with the modern child is sought.

Even children of, say, five years of age make up their Bible by means of crayon impressions of the daily story. The usual Bible lesson at these schools is either written out or pictured by the children themselves, or taught with the sand-table, or presented by means of the stereopticon, or told by the teacher.

The Bible is a great living book. It is our province and privilege not to find in it the mere letter of the law, but the spirit of contact with life.

HAPPY NEW YEAR!

The coming of the New Year is an event which fills Japan with signs of joy highly characteristic of the country and the people. The barbaric element to which joy when unconfined seems to run among the English-speaking races is neither heard nor seen. The cannon and pistol are silent; riotous crowds do not throng the streets and amuse themselves by making the non-riotous uncomfortable. Saki flows with more or less freedom, but does not force itself on the attention. The old year takes its records with it; all debts are paid and accounts settled; only the names of the unfortunate or the incompetent remain on the books.

Then Japan opens its doors and its heart to the New Year in a great expression of good will. The streets are gay with good wishes; at every gate, in front of every shop, the symbols of good will appear: tall rods of bamboo, which to every Japanese mean uprightness; branches of pine, which never cease to be green; the orange, which carries the happiest greeting to the family from "generation to generation;" even the lobster, which says, "May you live to so great an age that you will be as crooked as I am!" The stairs of the Shinto temples are thronged with merry crowds; the priests pass from shrine to shrine in their beautiful flowing vestments; the little children and the girls are gay and happy in bright new kimonos, and the streets are merry with universal battledore and shuttlecock. A people intensely at work the remainder of the year rests from its labors for three or four days, and wishes everybody a Happy New Year.

It is a charming prelude to the toil and hardship as well as to the rest and comfort that wait for all when the hand on the dial moves into another twelve months; and it will be a happy substitution of civilization for barbarism when the interchange of good wishes becomes international. We are just at the dawn of a better day; it will come, but not this year. It is on the way, however, and it will arrive. It is not the pretty dream of sentimentalists, nor the unapproachable vision of the idealist; it is the inevitable result of economic conditions becoming more and more obvious; it is predicted by history; and it will be made imperative by the emergence of religion out of the tumult of a struggle which it has largely set in motion.

Good wishes are only preludes to action, but if they are sincere their expression becomes a habit of mind, and the things we accustom ourselves to hope for become the things we achieve. No one need be discouraged by the mood of irritation which for the moment seems to afflict the whole world. Progress is the result of struggle, and those who pray for peace must reconcile themselves to the strife through which justice is established; to pray for peace without at the same time enforcing justice is as idle as to pray for strength of character without bearing burdens and facing the perils of temptation. Peace must be purchased by justice; and the establishment of justice between class and class, nation and nation, race and race, involves patience, faith, and self-denial on a great scale. Humanity is approaching the greatest crisis in its history, and the highest price ever asked of it is being demanded.

Nor need we be discouraged by the recrudescence of hatred and animosity of which there are many evidences at the moment. We are still only half civilized; the day is breaking, but it is not yet radiant; darkness hangs over great sections of the world, over large groups of people, over many individuals. The ancient race-fear and race-antagonism, which have come down from the age of savagery, reappear from time to time, and for the moment much that civilization has gained seems to be in imminent peril.

But the hands on the dial do not turn back though ignorant hands frantically reach up to stop them. The most significant fact about the present recrudescence of class-fear and race-fear is the indignant and determined protest it makes. Society is not going to break up into a chaos of antagonistic fragments because an increasing number of people have seen the light and are leading the way to justice and fraternal co-operation. Race-hatred is doomed because schools, colleges, churches, the power of Christian principles, are fighting it with increasing energy and conviction. The West and the East are not going to distrust and antagonize one another, because the very agencies that have brought them face to face are going to make hatred impossible; no wall can be built between them that can survive the irresistible tide that is bringing them together.

The darkness still lingers, but it visibly retreats before the coming of the light; and the spiritual civilization of the race, retarded from time to time, moves forward. No other outcome of history is possible, because the fortunes of humanity are in the hands, not of the devil, but of God. In Him history began; in Him history will end.

A GOVERNMENT TELEGRAPH

The Postmaster-General, Mr. Burleson, in his report, which was made public last week, urges Government ownership and operation of all the telegraph and telephone lines in the country. The special significance of this recommendation lies in the fact that from its very nature it has the approval of the President and the Democratic Administration. Mr. Hitchcock, Postmaster-General under Mr. Taft, recommended Government ownership of the telegraph system of the country, but it was made clear by President Taft that it was a private and independent recommendation by Mr. Hitchcock, which did not have the sympathy or indorsement of his superiors in office. The whole course of Mr. Wilson's Administration has been such that Mr. Burleson's proposal may be taken as the proposal of the Administration. Congress paid no attention to Mr. Hitchcock's suggestion, but it may be taken for granted that Congress will seriously consider and will probably act in one way or the other upon Mr. Burleson's suggestion. Indeed, this is so far a foregone conclusion that Congressman David J. Lewis, of Maryland, one of the most active promoters of the present parcel post, has already drafted a bill upon the question, although that bill has not yet been submitted to Congress.

No concrete suggestion has been made in any departmental report for a long time that has interested us so much, or that has seemed to us so fraught with both advantage and disadvantage to the American people. We wish to make a few suggestions to our readers for their consideration before they make up their minds regarding Mr. Burleson's suggestions.

1. The proposal has a marked psychological interest. Ten years ago it would have raised a storm of protest. To-day it is received as a practical suggestion from a practical man, to be discussed as a practical business question. Nothing perhaps could more sharply emphasize the change of attitude of the American people towards the Government in the last dozen years. The old school of political economists, who believed in the *laissez-faire* theory of government, who asserted that the only function of the Government is to protect life and property, is rapidly passing off the stage. It is coming to be the accepted belief of Americans of all political parties that the prime function of the Government is to promote the common welfare. And within the limits of the Constitution all proposals regarding Government administration are to be discussed and decided on the ground of their practical efficiency in promoting social welfare.

2. It is not a new proposal. Great Britain incorporated its telegraph system into its post-office system many years ago. The average man has come to the belief that, if a letter can be carried by the Government when a proper stamp is affixed to it, it is at least not inconsistent for a telegram to be transmitted by the Government if a proper stamp is affixed to that kind of communication. So far as The Outlook is concerned, it long ago placed Government ownership and operation of the telegraph as a plank in its platform.

3. It is probably Constitutional, although the final expression of this opinion must be left to the Supreme Court. Mr. Burleson, who makes the recommendation, is an accomplished lawyer, and he believes that the ownership and operation of the telegraph are Constitutional. He points out that a Federal statute already in existence provides for the acquisition of telegraph lines upon the payment of an appraised valuation.

4. Acquisition of the telegraph lines does not necessarily mean Government ownership and operation of the railways or Government ownership and operation of the telephone. Each of these questions is to be decided upon its own merits solely with regard to community welfare. So far as The Outlook is concerned, we advocate the taking over of the telegraph lines by the Post-Office, and oppose, at least at present, Government ownership of railways or the telephone system.

5. If the telegraph lines are bought by the Government, a fair appraisal should be made and a fair price paid to the present owners. The present owners have built up the privately owned telegraph system under the law and in obedience to the law. The greatest private telegraph corporation in the country, the Western Union, has in recent years sincerely and effectively attempted to serve the public interest. The introduction of night letters, day letters, and cable letters is an indication of this spirit of public service. It has been said that if the Government took over the telephone system it could turn that into a telegraph system at less cost than would be required to purchase the telegraph lines, thus putting the telegraph companies into a corner, with the possibility of acquiring their properties at a cheaper price. If anybody entertains such a scheme as this, it ought to be indignantly condemned by every fair-minded man. This would simply be the process which the Pujo Committee has condemned in "high finance"—the process of sandbagging your competitor until you can get his property at a cheap figure. This kind of cornering or sandbagging is bad enough in private individuals; it would be worse in a Government whose prime function, as we have said, is to protect the welfare of all the members of the community.

6. It is not a moral principle which suggests the Government ownership of railways, telegraph, and telephones; it is a question of social welfare and efficiency, and in introducing and extending the policy of Government ownership and operation of great public utilities we are always to bear in mind the homely old adage, "Do not bite off more than you can chew." The Government has already organized in its city, town, and village post-offices throughout the country machinery for operating the telegraph. It has not yet such machinery for operating the telephone or the steam railways. The telephone in private hands is on the whole admirably conducted at reasonable rates. One thing at a time is a safe motto to follow at this juncture.

7. If we are going to operate the telegraph by the Government, there never was a greater need than to-day of a Government

civil service based upon merit and efficiency instead of upon the doctrine "To the victor belong the spoils." A political telegraph would be as bad as a political banking system. If we are going to intrust our Government with great responsibilities and great tasks of administration, we must see that the Government officials are of the highest and most reliable character obtainable.

THE REPUBLICAN PARTY

Two questions confront the Republican party. The meeting of the Republican National Committee at Washington last week brought these two questions again to public attention. One is whether the Republican party is to be a liberal party or a conservative party. The second is whether the Republican party will be controlled by the voters of the party or by a small group of party managers. Although, for the most part, those who wish the party to become liberal also wish the party to be controlled by the party voters rather than the managers, while those who wish to keep the party managers in power also wish to make the party conservative, yet these two questions are distinct.

At the Washington meeting of the Republican National Committee it was again made evident that the questions have not yet been answered, that the Republican party has not yet chosen between the liberal course and the conservative, and that the control of the party has not yet been transferred from the managers to the voters.

The first of the two questions—namely, whether the party shall be liberal or conservative, concerns primarily Republicans. That there will ultimately be a liberal party and a conservative party in this country we believe to be inevitable.. It is a matter of altogether secondary importance what name the liberal party or the conservative party should bear. Republicans of liberal tendency will hope that the Republican party will become the liberal party. Republicans of the conservative temperament will hope that it will become conservative. To Republicans, therefore, this question is of considerable interest; but it is of only indirect concern to men of other party faiths.

The second question, on the other hand—whether the Republican party shall be controlled by its voters or by its managers—is of direct concern to every American. If parties are to serve the people in a democracy, they must represent the real differences of opinion to be found among the people. No party which fails to represent the real conviction of those who vote for its candidates has any rightful place in a self-governing people. So long as such a party exists it is really not a native but a foreign element. It is a relic of oligarchic government. If it is small in size and uninfluential, its existence in a representative system is not significant. The Republican party, however, though greatly reduced from its former estate, is by no means a small party; and therefore the question whether its organic action really carries out the wish of Republican voters is by no means an insignificant question.

In the United States to-day there has come to be a widespread recognition of the fact that this question of oligarchical rule in parties is one that transcends party lines. In America we call this the question of boss rule or bossism. In whatever party or in whatever part of the country this question presents itself in a concrete form, all the citizens of the country are concerned. Democratic boss rule in New York City is a matter that concerns all the citizens of New York City. Republican boss rule in Philadelphia is a matter that concerns all citizens in Philadelphia. The revolt of the people against the rule of parties by the managers of parties in disregard of the will of the voters has been a non-partisan revolt. So extensive has this revolt become that any party which disregards it is certain ultimately to suffer.

It is for this reason that the proceedings of the Republican National Committee, which constitutes the National management of the party, are of interest to men of all parties. And it is for this reason that of the two questions which that Committee faced last week, the one concerning the future control of the party was, beyond all doubt, of the greater importance. It presented itself in what to most people would seem a technical form. There was involved first the question of representation of different sections in the National Convention. The inequalities of the present methods of representation are indisputable. As the New York "Tribune" points out, South Carolina has a vote in the National Convention for every forty-eight Republican voters; while New York has only one for every five thousand and sixty Republican voters. The situation is just as bad as if it were reversed, so that forty-eight

Vermont Democrats could overturn the will of over five thousand Democrats in Georgia. This condition of things has enabled the party managers to carry out their own will against the will of the great majority of Republicans. There was involved, in the second place, a question concerning the power of the National Committee to disregard the express will of the voters either in a legal or in a voluntary primary. Not only has the will of the voters as expressed in the voluntary primary been overturned by the National Committee, but by that same Committee a primary law of a State has been disregarded. In each case this committee of party managers has claimed the right to have its own will carried out rather than the will of the voters. One of the questions before the National Committee at Washington was whether that right should still be exercised by the Committee. There were other questions also which involved rule by party managers, but at the basis of all these questions was the fundamental one —whether they should be answered there at the meeting of party managers, or whether they should be submitted to a Convention representing the party voters.

This fundamental question the party managers decided in their own favor. They determined to answer those questions themselves, and not refer them to the party at large. In making this decision the party managers have acknowledged the necessity for reorganization, and have thus given tardy recognition to the opinion that exists among the party voters, and yet have kept that very reorganization within their own control.

In their plans for reorganization the party managers have made a concession to that opinion by adopting a rule that hereafter the delegates from a State shall be seated according to the primary law of that State; but they have declined to adopt a rule which will recognize the expression through a voluntary primary of the express will of the voters. The party managers have made another concession by revising the method of representation; but their revision has been exceedingly moderate. That this is an understatement is fairly indicated by the comment of the most prominent Republican organ in the country, the New York "Tribune," which declares that "the inequalities left are almost as glaring as those existing under the present system."

No further comment with regard to this action of the National Committee is needed beyond the following statements from the "Tribune's" editorial columns: "What the Republican voters wanted was a chance through the instrumentality of a new convention to change the basis of representation in accordance with their own ideas of justice and equality. But the Committee, with a view to preventing the free action of the party and thus avoiding undue interference with its own authority, preferred to initiate a personally conducted downward revision, leaving the voters only the narrow latitude of accepting or rejecting whatever exemplification of wisdom might be offered them. . . . The chief grievance Republicans interested in restoring an adequate measure of popular rule within the party have against the National Committee is that it has closed the door against a free and full discussion of all reorganization plans and a resort to the only tribunal within the party to which such plans ought to be submitted."

Whether the Republican party will eventually choose to be liberal or conservative is a question that ought to be deferred until it can be decided definitely by the voters of the party. It is conceivable that the Republican party can continue as either a liberal or a conservative party. But it is hardly conceivable that it can continue to exist if it remains a party under the control merely of party managers. If the Republican party remains under oligarchical rule, it will be bound to a body of death.

THE INDISPENSABLE VIRTUE

In a class in social ethics we are making a study of the professions. Out of your long experience you can help us greatly, and I would appreciate it if you would answer these questions at your convenience:

First. What are the fundamental moral problems that are yours as an editor?

Second. What virtues are required to meet these problems?

It is much easier to see the moral problems of others than one's own. One thing, however, is certain. Each profession rests upon a fundamental virtue. Thus, as in the minister the fundamental virtue is sincerity and as in the soldier the fundamental virtue is courage, so in journalism the fundamental virtue is truth-telling. Cowardice destroys the specific value of an army. Insincerity destroys the specific value of a church. So failure to tell the truth destroys the specific value of a newspaper, whether it is a weekly newspaper or a daily newspaper.

It is not to be understood, of course, that an occasional lapse from the truth, because of the untrustworthiness of some individual, or because of human fallibility, is necessarily fatal; but habitual inaccuracy or mendacity—and the one, for all practical purposes, is as disastrous as the other—deprives a newspaper of the very reason for its existence. This does not mean that it deprives the newspaper of existence, because, unfortunately, there are newspapers that exist without any excuse.

Let us put it in another way: If journalism should become saturated with falsehood, either intentionally or carelessly, the whole profession of journalism would be as useless as an army saturated with cowardice would be.

It is a constant problem on the part of the newspaper editor who holds this ideal of truth-telling continually before him to live up to it under the conditions under which he must prepare his paper; for he must often write without time or opportunity to obtain complete information on the subject of which he writes; and what he believes to be the truth is sometimes distasteful to readers and advertisers who disagree with him, and no newspaper can exist without readers and advertisers. But if he fails in any marked degree to live up to that ideal of truth-telling, he becomes, by so much, a force for the disintegration of his calling.

MR. ROOSEVELT'S AUTOBIOGRAPHY

In this week's issue of The Outlook Mr. Roosevelt's Autobiography is brought to its close. It has a double interest. It is interesting as the self-painted portrait of a man who has occupied a very prominent and influential position in the affairs of this country, and indeed in the affairs of the world; a man who has been as much admired and as much hated as any man in modern times; as widely known, and also, in our judgment, as widely misunderstood, as any man.

But it is also interesting as a description of an era in American history, not so important as the Civil War, but in dramatic interest and in variety of significant incident second only to that epoch. In this Autobiography we have a description of frontier life by a frontiersman; of police conditions in the greatest and most complex city of America by a Police Commissioner; of the American navy, which has been one of the glories of American history, by an Assistant Secretary of the Navy; of the romantic and chivalric battle against Spanish despotism in Cuba, Porto Rico, and the Philippines by a colonel of the Rough Riders; of a political battle against corruption in State government by the Governor of a State whose politics have been alternately disgraced by political corruption and honored by vigorous and successful battle against corruption; of the building of the Panama Canal and of the political events which preceded its construction; of one of the great wars of modern times waged between a youthful and courageous constitutional empire against a despotic and decadent empire, and of the peace finally established between the two; of the battle in our own country against the despotism of capital, sometimes beneficent, sometimes corrupt, but by its very nature and by the conditions of society inevitably despotic; of the movement for the conservation of our natural resources against the selfish interests leagued together in their destruction for private profit; of the struggle of the people to make this Government representative of the people, not of special interests—all written by one during whose Presidential term and under whose Presidential leadership these events of National and international importance took place.

While in the main the volume is a record of public activity, one cannot refrain from noting also that there are chapters which present vigorously the author's love of nature and sport, which tell with abundant anecdote and humorous comment of his experiences "In Cowboy Land," and which afford delightful glimpses of family life "Outdoors and Indoors." The charm, fun, and friendliness of these chapters will to many readers make them the most attractive in the book.

The Outlook is proud of the privilege which has been granted to it of giving to its readers this authentic and authoritative history of a great American epoch, and is glad to take this occasion to commend to its readers the volume in which this history is preserved for future generations.[1]

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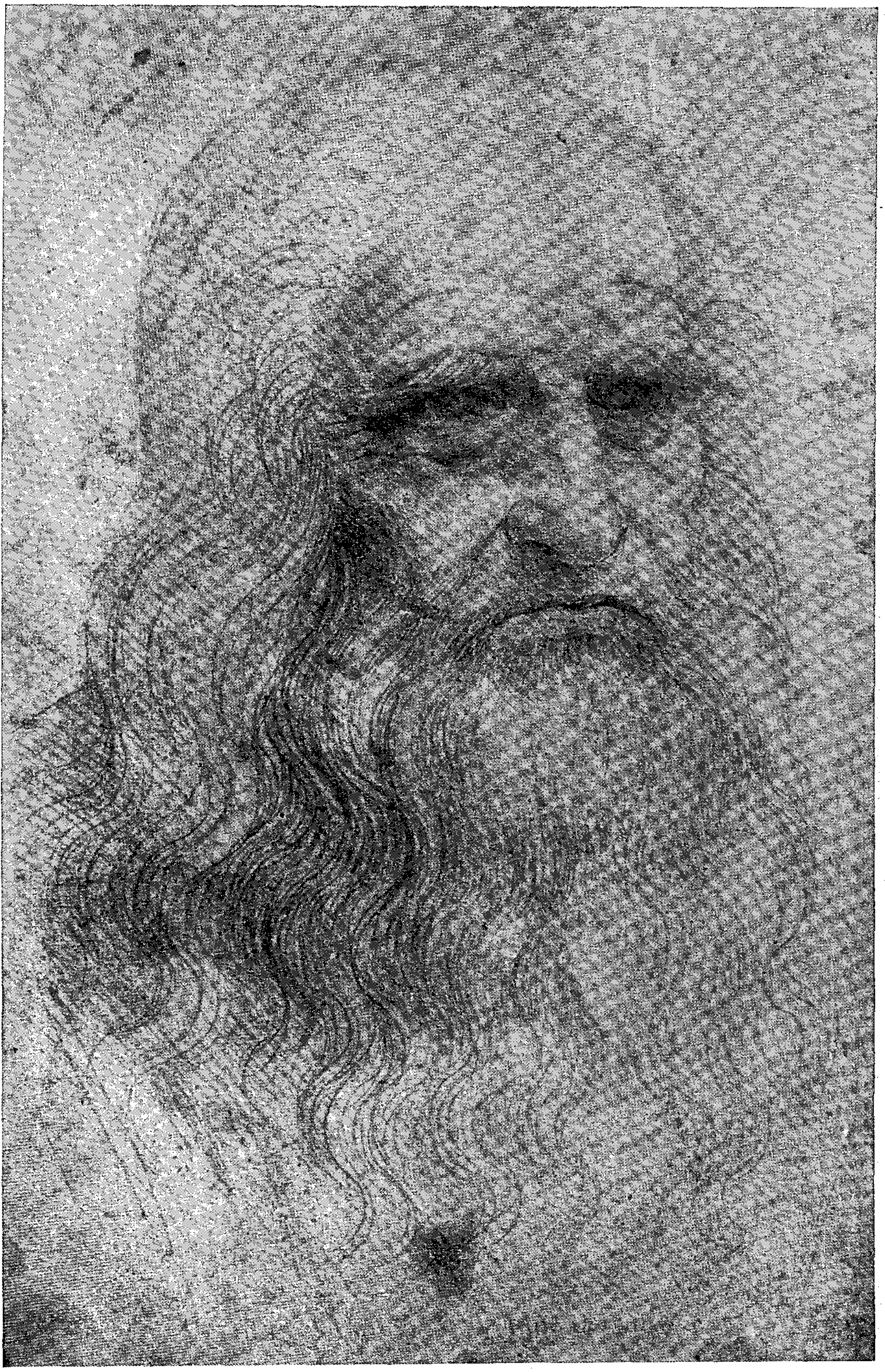
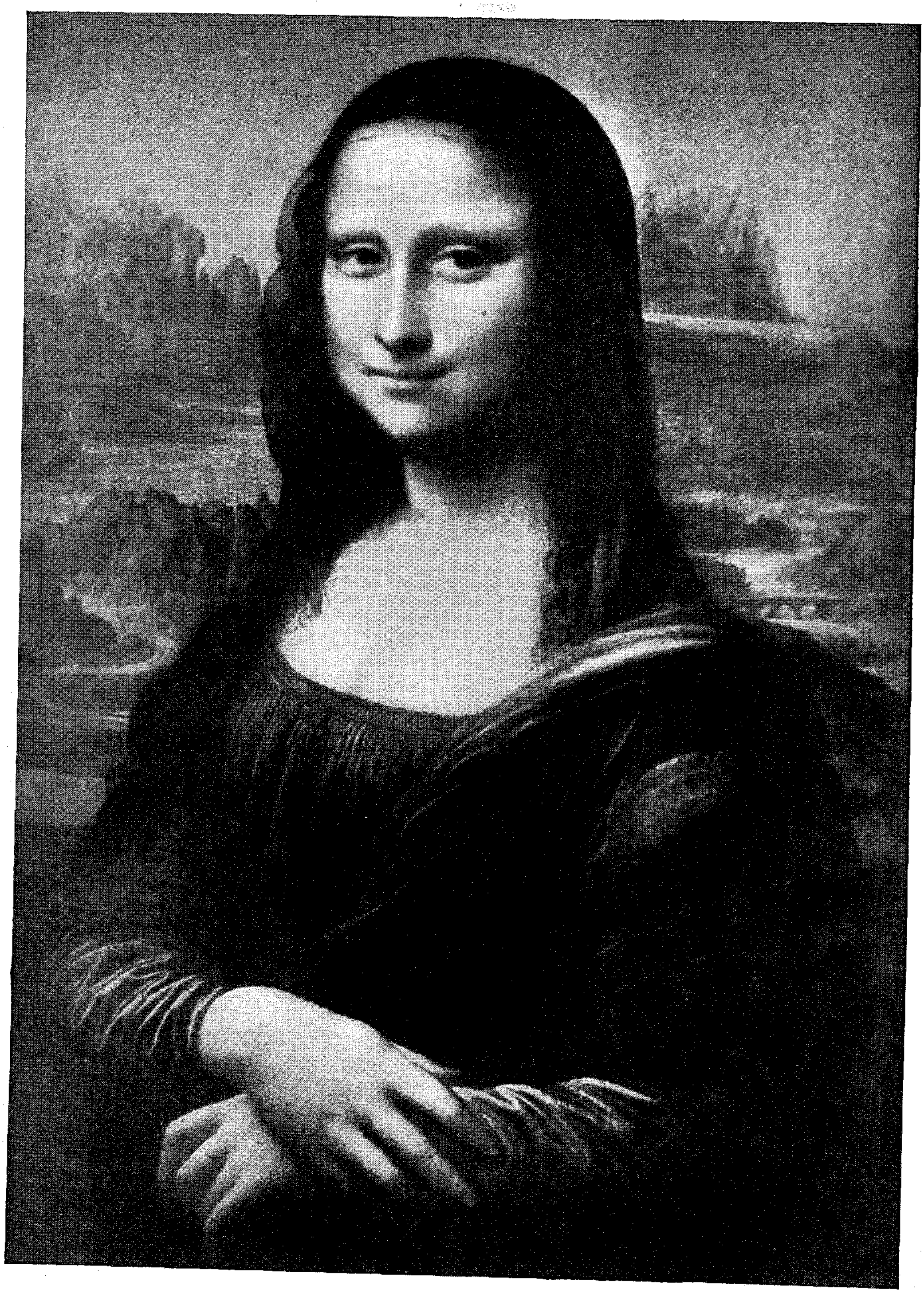
[1] Theodore Roosevelt: an Autobiography. The Macmillan Company, New York.



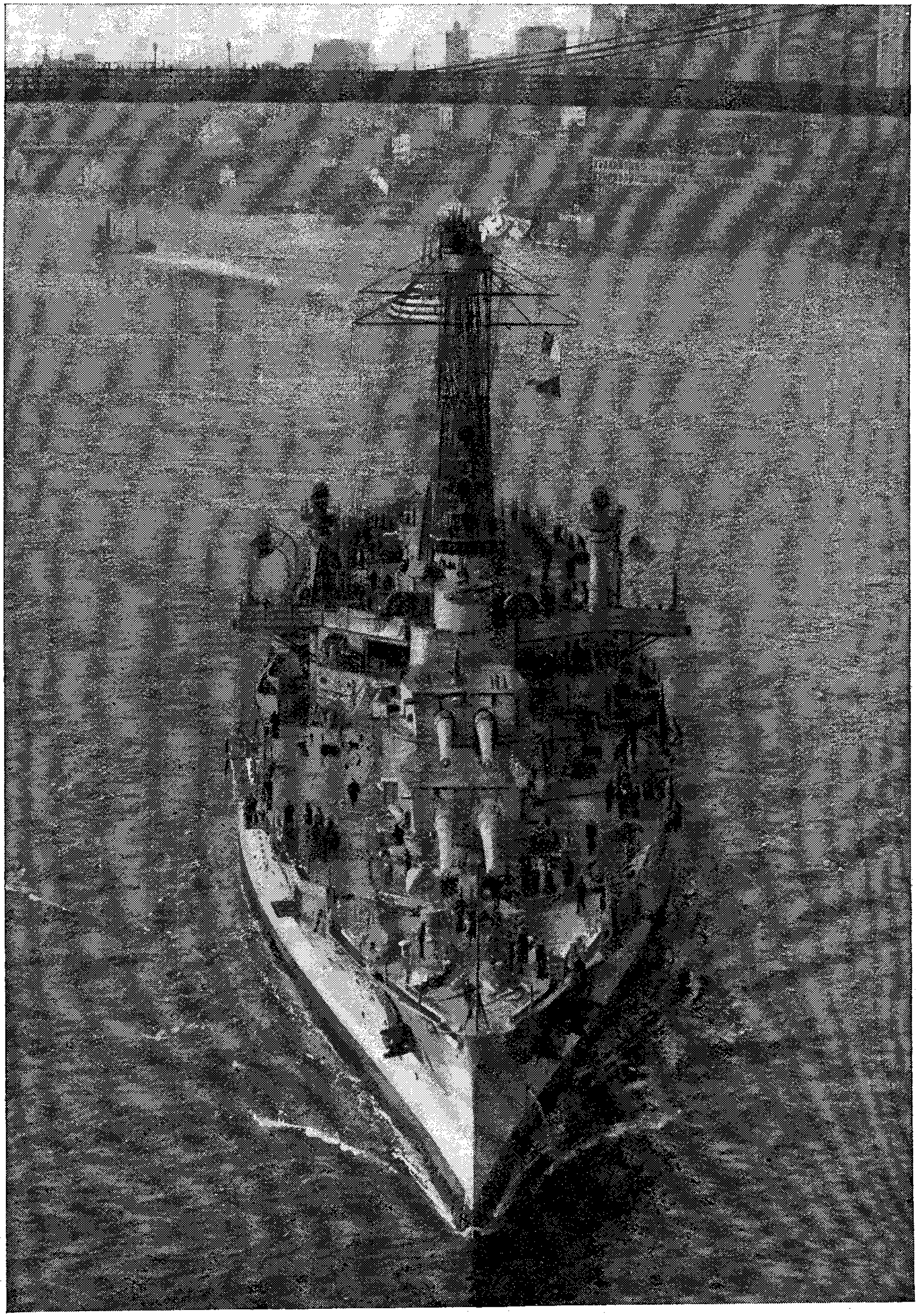
LEONARDO DA VINCI, THE PAINTER OF "MONA LISA"

This picture, drawn in red chalk, is declared to be the only undisputed portrait of the great master. It is undoubtedly the work of Leonardo himself. "Dating from the last years of his life," says one authority, "it shows the face of a seer, molded by incessant thought into firm, strongly marked lines. The eyes lurk deep beneath shaggy brows, the hair and beard are long and straggling—it is the face of a man who has peered into hidden things and who has pondered deeply over what he has discerned"



"MONA LISA"

This picture, perhaps the most celebrated painting in the world, which was stolen from the Louvre two years ago, is soon to be returned to that gallery. See editorial pages



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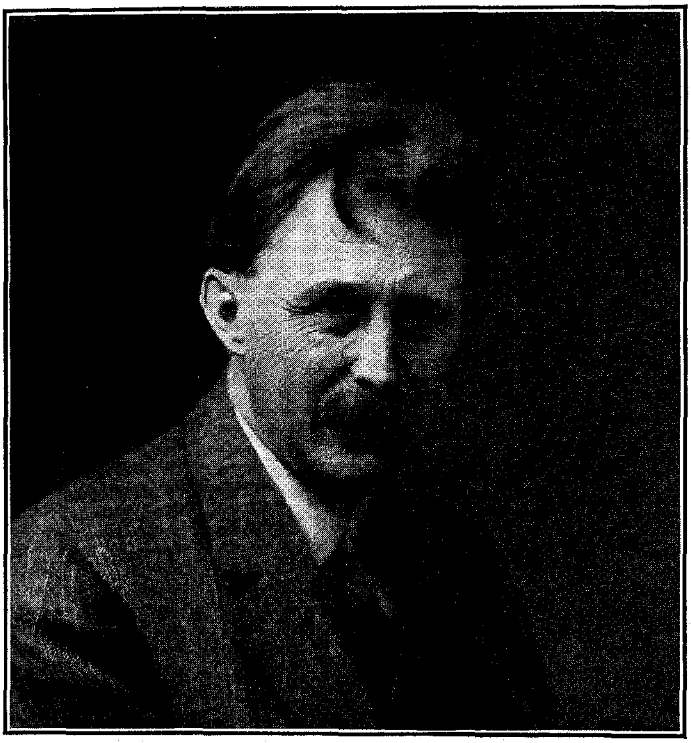
THE BATTLE-SHIP WYOMING PASSING UNDER THE BROOKLYN BRIDGE AFTER HER MEDITERRANEAN VOYAGE

See editorial pages



GARDNER SYMONS

GARDNER SYMONS—OPTIMIST

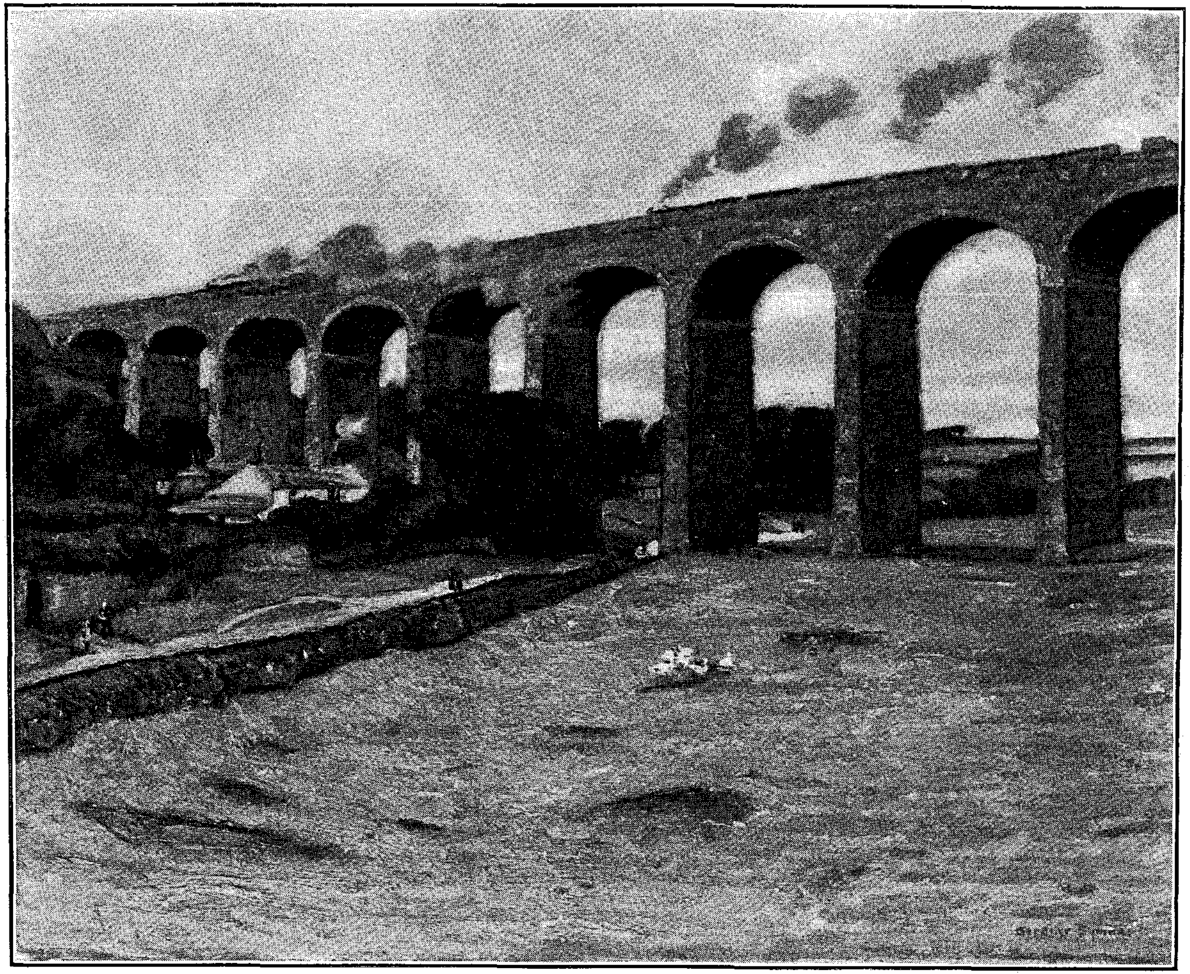
BY MARIE LOUISE HANDLEY

ILLUSTRATED WITH PHOTOGRAPHS FROM THE ORIGINAL PAINTINGS BY GARDNER SYMONS

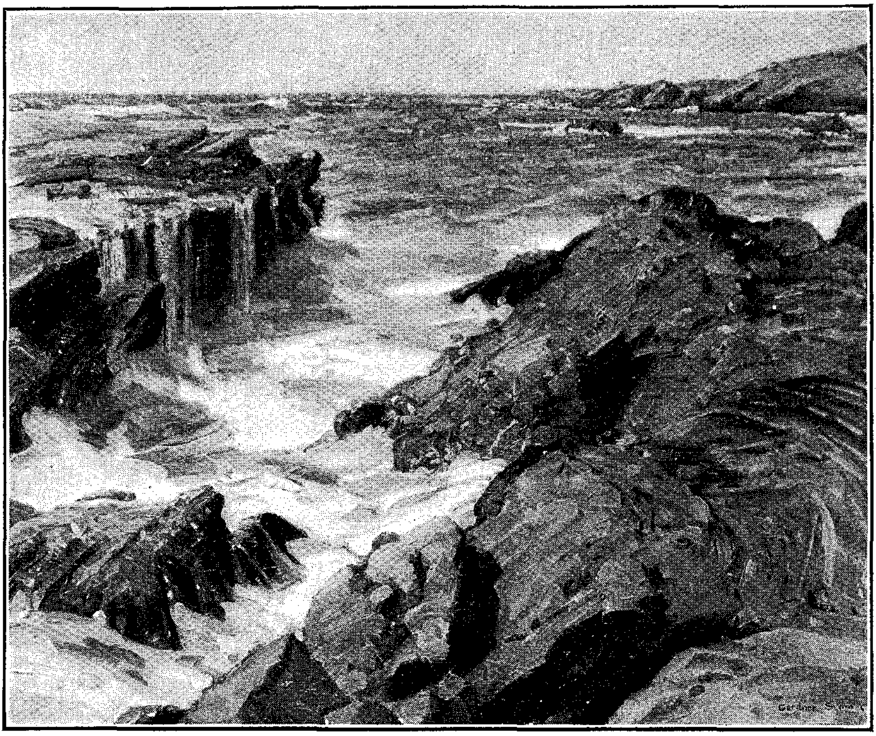
SAYS Robert Louis convincingly, " A happy man or woman is better than a five-pound note." By that he meant everything: the faith, the hope, the buoyancy, the kindness, the ready hand and ready heart, fellowship and comradeship, laughter, and belief in the good of all we see. It was emphatically Stevenson's own spirit, and he would have been more than glad to find a painter who swept his brush in the grooves of these very words.

Gardner Symons is a living proof of the theory that art is an intervention of personality. Genial eye and smile, tan of sun and wind, strong grip whether of extended hand or swiftly moving brush. You might call him a realist, for he is one: vigorous, direct, clear-cut; or an impressionist, for light and air are put into his canvases to stay. But there is something more besides the robustness, besides the fine color and glittering light; it is a sort of inside principle, informing his work and creating its special character, a broadness, a joyousness, a hopefulness, a certain wide-eyed, jubilant outlook. You find yourself compelled to note the temperament and the secure and blithe handling together, and you have no choice but to call him an optimist in art.

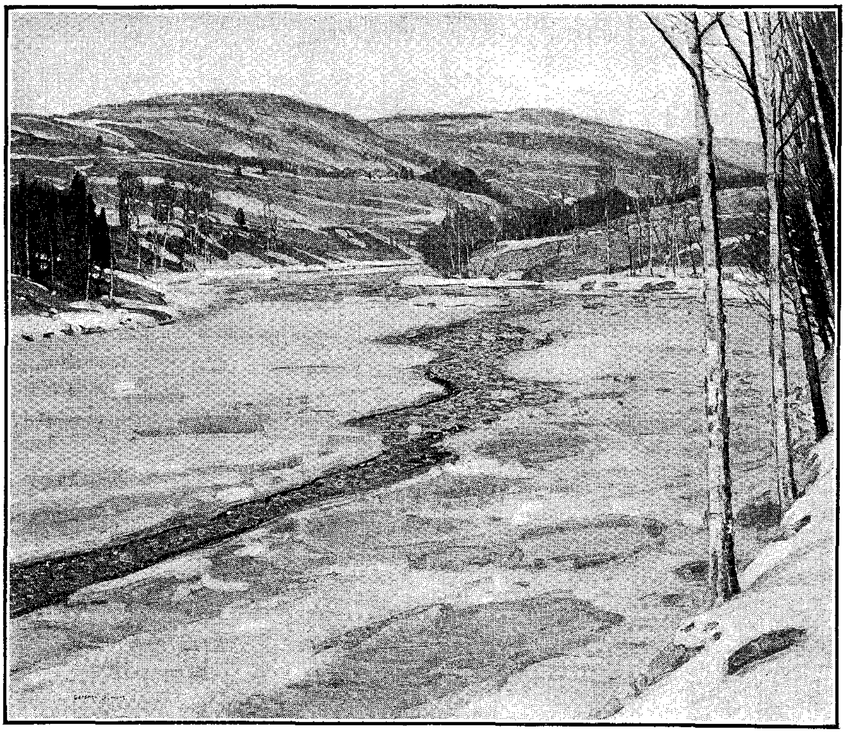
When you begin to know something of his personality and methods of work, this first impression will be confirmed. An ardent lover of open air, of space, and of the springing turf beneath his feet; an adorer of nature and of the thousand aspects of her face; a nomad, wandering frequently; now you hear of him haunting the breezy summits of the Berkshires; now off to a fisherman's cottage



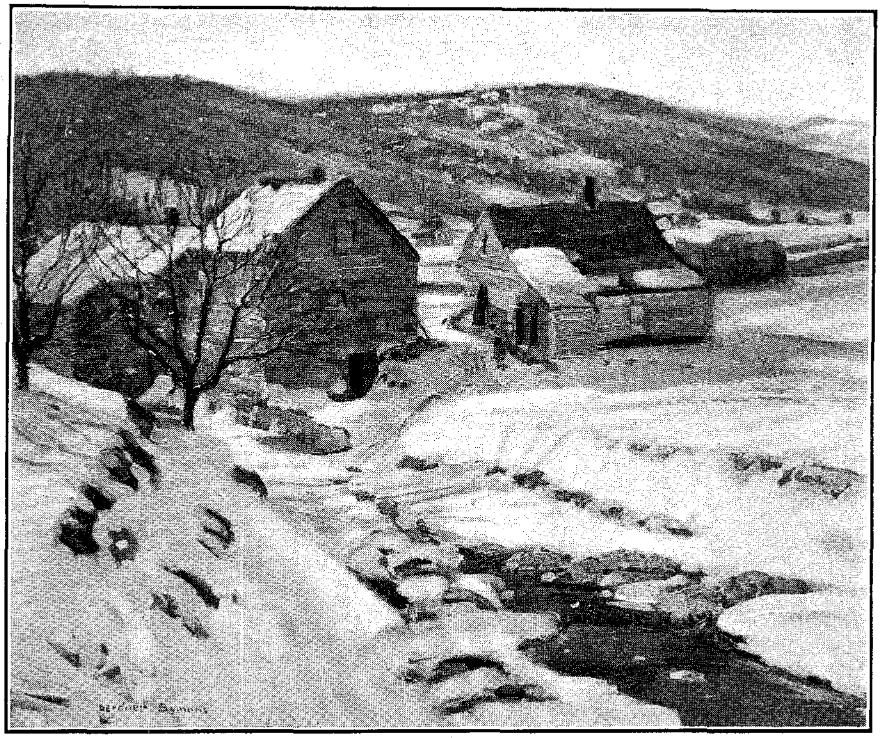
GREAT WESTERN RAILWAY VIADUCT



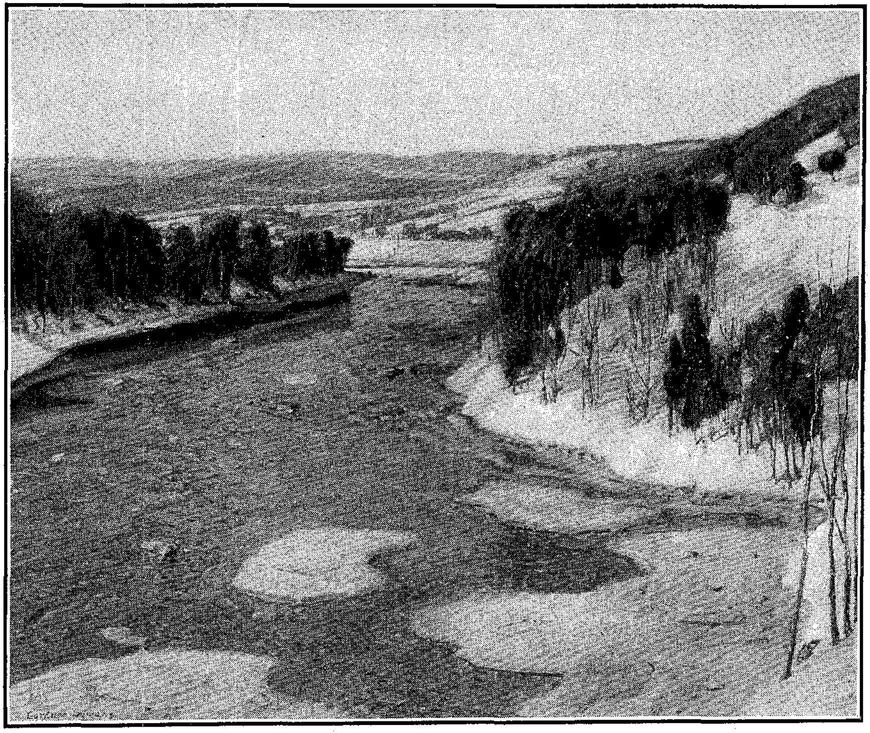
"UNDER A BLUE SKY"



BREAKING OF THE RIVER ICE



THE BROOK



THE DEERFIELD RIVER

on the coast of Cornwall; and again to his own California bungalow planted in solitude between the mountain and the sea; doing with the greatest joy, because he loves them, things that to our less doughty temper would seem irksome and hard, if not impossible; oblivious alike of heat and cold or fatigue in his quest for a theory and its portrayal. This complete absorption—the value of which none but doers of creative work can estimate—is one of this artist's strongest assets.

Years ago some of his first pictures, of velvet-green hills, strata of mauve and yellow flowers, and glorious sunshine, traveled from California to his native Chicago. Critics began to take notice. But Mr. Symons eluded them and went to Europe, where he exhibited in London and Munich and in the French Salons. In 1908 his picture "Snow Clouds," now owned by the Corcoran Gallery, was one of the successes at the Royal Academy, and hung on the line in the group with Sargent, East, and Shannon. His first appearance as a contributor to the exhibition of the Society of American Artists showed Mr. Symons as the forerunner of a group of snow painters whose names are still sometimes associated with his through lack of discrimination. Each man has his own qualities, but fortunately no two are alike. Mr. Symons has painted many admirable snow scenes, but his autumns have an immense charm and poetic quality, and his springs a Chaucer-like freshness and undertone of potent life. So that, though he stands exceptionally high as a snow painter, he must not be restricted to that field alone.

The other day at the National Academy of Design we saw his "Youth," just awarded the Saltus gold medal. A copse of young birches rises up, shivering and shimmering whitely against a sunset sky and a bit of distant winter wood, seen through depths of iridescent atmosphere. The late sun, streaming brightly out of the west, casts its vibrating rose and gold-colored light across the snow in subtle contrast. Another recent painting in the same exhibition, "Under a Blue Sky," with a sea running under the wind, but bright in the play and sparkle and dance of its waves, jewel-like in their gleaming blues and greens, engagingly shows the versatility of the artist.

New York was given the opportunity to see a collection of Mr. Symons's works, some time ago, in one of the Fifth Avenue galleries. A brother painter objected that in the limited number, fifteen, you could not get a full knowledge of him, for the reason that, in every new picture he paints, some new touch or suddenness of fresh vision appears. "You have to see every single thing he ever did," he insisted, "to really know him." However, in a general way, the collection showed his range and may be considered representative, at least as to his mode and palette.

In "Winter Stood at the Gate" he plunges deliberately into the low tones and holds to them: pale grays and browns, with only a few subdued notes in the foliage; a slight ascent in "Rock-Ribbed Hills in Winter," middle key, not much light, very little color, though a group of firs—sober green against the snow plains—in one, and a pinkish sky in the other, show a controlled and delicate use of hue. The pitch is a trifle higher in "The Winding River," with its very pale yet warm surface and gleam of light where the stream turns. Of this same order, but intensely luminous and sharp in shadow, is the radiant village "Brook." The painter seems to pull out all the stops and to paint from the full palette, with complete resonance, in the big canvases of "Winter Glow" and the "Breaking of the River Ice."

"Winter Glow" is illuminated from over the spectator's shoulder, and the reflections of the setting sun lie rosily upon the uneven, white-cloaked earth, and over the deep, cold water; the pale moon rises beyond the amethyst of the hills; slender, purplish tree-shadows draw thin bars across the snow plain.

The "Breaking of the River Ice," this year's Corcoran medal and prize picture, shows, in its sky of laughing blue and vaporous clouds, that young springtime is afoot. The birches are leafless still on the bank, but wide awake in the broad daylight. A fine river, peacock blue or peacock green, and everywhere iridescent, moves through the center of the composition in strongly accented, vigorous rhythms of line and color. Tawny earth shows amid the snow patches; the violet hills recede.

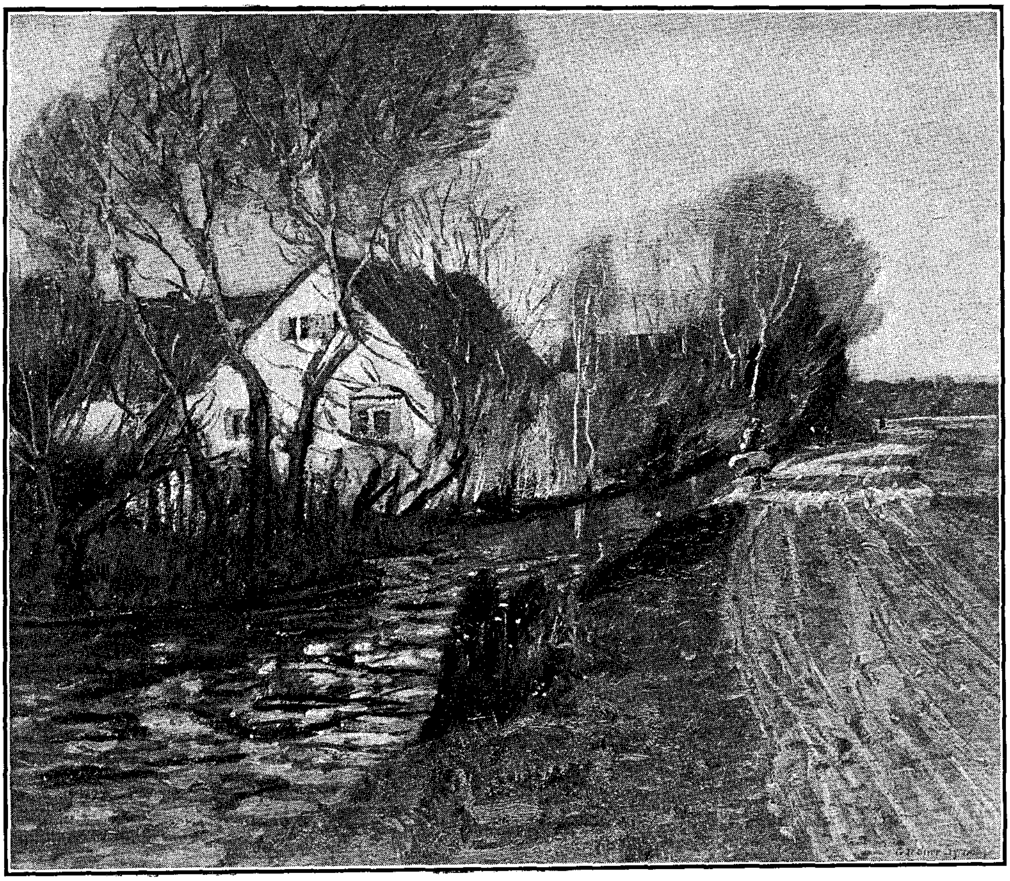
If one should attempt to sum up special qualities in speaking of this art, two marked characteristics stand out together, undiminished one by the other. First, the strength of the handling, clear, robust, and fearlessly self-stating; second, the profound sense of beauty which in no way impairs the manliness of the outlook. The resolute and seemingly summary manner does not preclude the subtle touch placed with amazing sureness over against a passage of great force. Every canvas contains surprises in reserve after the first impression. This is nature herself, inimitable, above and beyond any poor invention of ours: this is the seeing eye and the faithful hand. The drawing has firmness and dignity, and, in composition, the features of the landscape that are worth while are emphasized, the negligible quantities overlooked deliberately. This is selection to some purpose. In color Mr. Symons is vivid and powerful, and in his distances particularly happy in the sense of far-reaching depth and the gradation of values. His skies are varied and always finely treated.

It is difficult to get artists to talk of their point of view, and Mr. Symons has a strong vein of constitutional modesty in his make-up. Nevertheless, being called upon at a recent gathering (wherein he was the recipient of a prize) and obliged to express himself, he said in part: "Beyond and back of all this prize-receiving and medals there must be some real and higher reason for picture-painting, that should never be lost sight of. From my point of view, the object of picture-painting is not so much the picture painted but rather to see, through it, the work of the Master painter of them all.

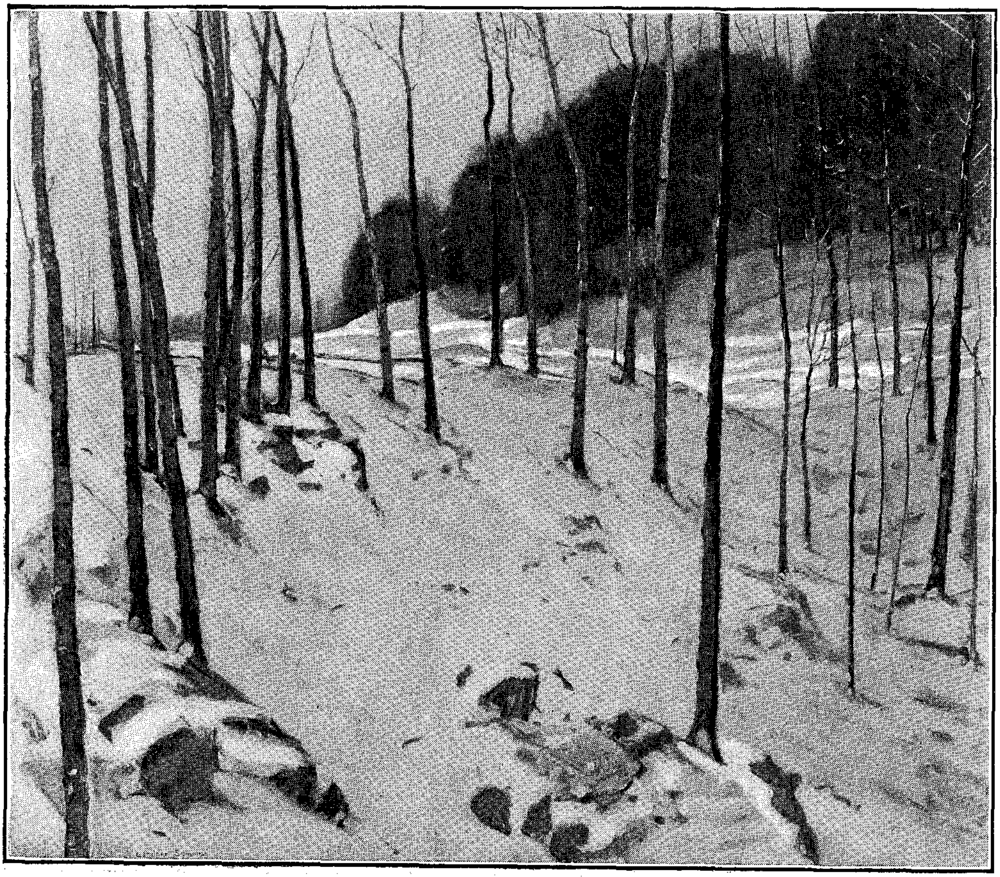
"We cannot hope to paint more beautifully the wonderful moving clouds, the distant upspringing hills, nor the near-by trees with the sunshine shimmering through their tender foliage.

"The great gift of the artist is, I think, to be able to select from the over-abundant storehouse of Nature, and then devoutly hope that, through his eyes, many shall raise their heads and see, seek and find."

Notable works by Mr. Symons are to be found in the Metropolitan Museum, New York; the Corcoran Gallery, Washington; the Brooklyn Institute of Arts and Sciences;



SUNLIT COTTAGE

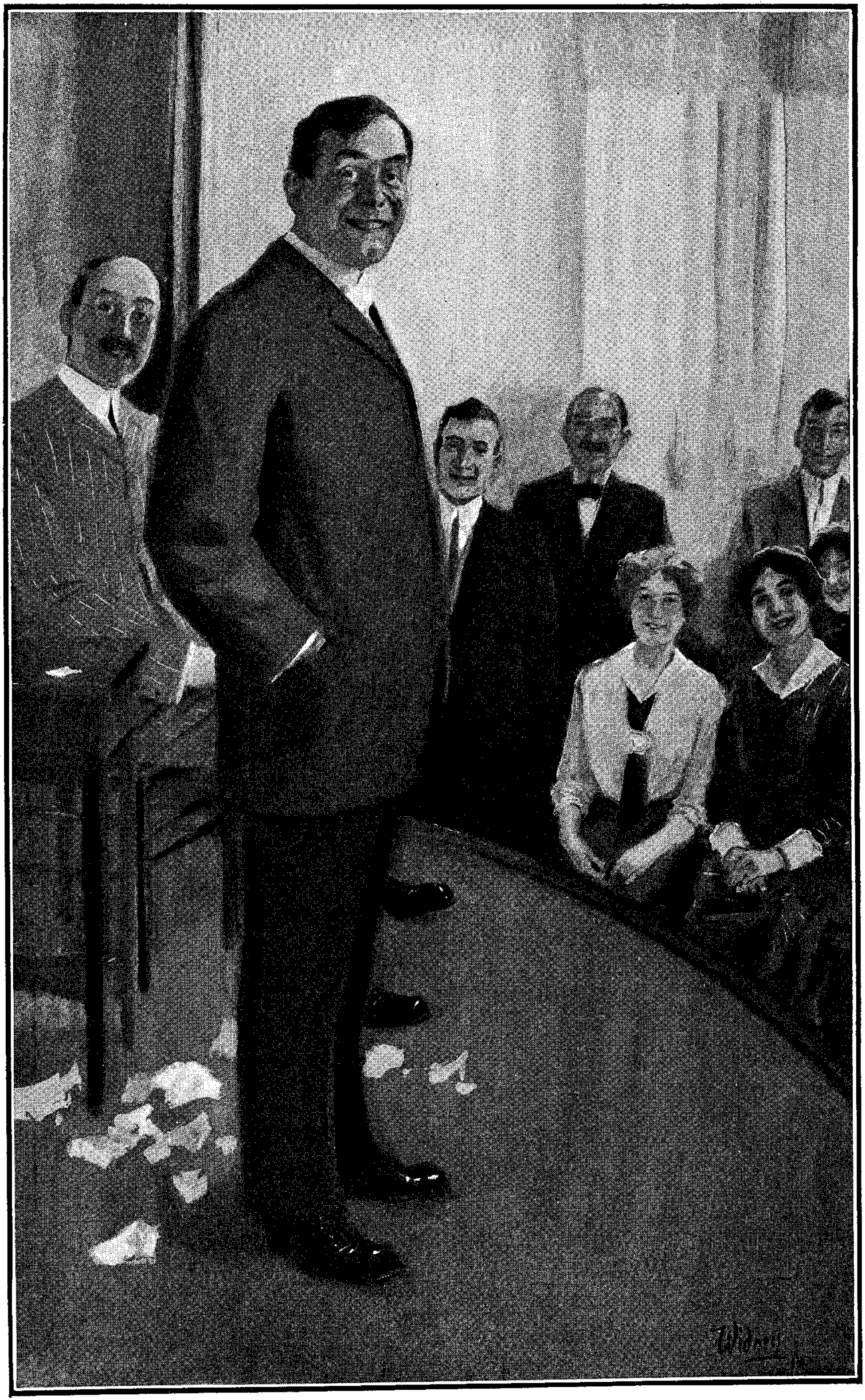


YOUTH

the Cincinnati Museum; the Toledo Museum; the Art Institute, Chicago; and abroad (England) in the collections of Lord Ronald Gower and the Marquis of Lorne.

Honors received are the Carnegie Prize of the National Academy of Design, "The Opalescent River" (Metropolitan Museum), 1909; the Evans Prize, Salmagundi Club, 1910; medal, Buenos Aires Exposition, 1910, "Last Lights;" prize and gold medal, National Arts Club, 1912, "The Sun's Last Glow and the Moon;" Clarke Prize and medal, Corcoran Gallery, 1912, "Breaking of the River Ice;" Saltus gold medal, National Academy of Design, 1913, "Youth."

Medaled or unmedaled, the whole tenor of the art of Mr. Symons reads vigor, radiance, power, cheerfulness, hopefulness; not the grayest of these canvases ever said, "What's the use?" And the man who paints them turns—brushes, smock, paint-daubs, and all—to smile his explanation, which somehow has nothing to do with cubists or futurists or post-impressionists: "Beneath the clouds," he quotes, "is the sun still shining."



"NOW THEN, BOYS AND GIRLS," SAID HE, "THIS IS PETE CROWTHER, THE GROCERY SALESMAN"

PETE CROWTHER, SALESMAN

BY ELMER E. FERRIS

Here is presented the first article in the new series about Pete Crowther the Salesman. It will be followed by three others. In all Pete Crowther has confidential talks with his fellow-salesmen about business and personal affairs, and, in his easy-going and humorous manner, gives them advice in a kindly spirit. The next article, entitled "Business and Femininity," will appear in the issue of January 24, 1914.

GET ON GOOD TERMS WITH YOUR JOB

WITH DRAWINGS BY G. C. WIDNEY

"I AM much obliged, Griffith," said Pete Crowther, as he placed his order book back into his pocket. "Believe me, when a store like this connects up with our line of goods, there's going to be something doing. Well, so long."

"Wait a moment, Pete," said Griffith. "Our sales manager wishes to see you about another matter. I promised to introduce you. He has got a scheme."

"All right, trot him out," and Pete set his sample-case back upon the counter. Griffith stepped out, and presently returned accompanied by Mr. Dixon, the sales manager.

"Mr. Dixon, shake hands with Mr. Crowther."

"Glad to meet you, Crowther," greeted Dixon. "I have heard of you. Now I'll come right to the point. We are having a meeting of our sales force once a month and are giving them some addresses. We've had a manufacturer talk to them, and a merchant, and a sales manager. Now we want a commercial traveler right off the road. We want you to do it. How about it?"

"Why, that is out of my line, Mr. Dixon," protested Pete. "I never made but one speech in my life, and I swore then that I'd never do it again. It made me sweat worse than selling a stock of goods."

"You probably wouldn't sweat so much next time," smiled Dixon; "I dare say you got through it all right."

"Yes, I got by but I was talking to our salesmen at a banquet, you understand, and I knew all those fellows. They couldn't get my goat the way a crowd of strangers would. But say, I know just the man you want; he is a good salesman and he can hand out a line of talk. I heard him—"

"Never mind about him," interrupted Dixon, pleasantly. "I am talking about you just now. We want a man who knows what he is talking about and who has enthusiasm and personality. We want something practical. You can do it all right; you can sell goods."

"Sure, but it's like this: It's one thing to do a job, but when you try to tell how to do it, why, that's something else again, see? Did you ever read the speeches that John D. makes to Sunday-schools where he tells them how he made his money? He says he saved his pennies. Wow!" and Pete burst into a roar of laughter. "Talking through his hat, see, and doesn't know it!" he gasped.

"Perhaps John D. isn't so far off, after all," smiled Dixon. "Economy is the key-note of Standard Oil."

"Yes. But just as if John D. made his pile by saving it! Oh, mamma!"

"Well, coming back to our matter: You have ideas and you can talk. I can prove that by Griffith here—and we pay fifty dollars for each address."

"How many clerks are there in the bunch?" asked Pete.

"About twelve hundred."

"Great Scott! That mob would give me cold feet. They would guy me."

"I am willing to take chances on that. You can do it nicely if you look at it right, and our company will appreciate it. Let me know within ten days," and Dixon bade Pete good-by.

"You see, Jen," said Pete that evening as he talked the matter over with his wife, "when a man goes outside of his specialty he generally makes a show of himself. I can sell goods all right, but when I try to see myself up on a platform—nit!"

"But Pete, dear," protested his wife, "you have plenty of ideas that would be good for those clerks to think about, and I'm sure you could interest them. A man is always interesting when he talks about something he understands and which interests him. I would do it if I were you."

"Say, Jen, your birthday comes next month, doesn't it?"

"Yes. Why?"

"Oh, nothing; only I'd like to take that fifty dollars and blow it into a birthday present."

"Don't make the engagement on that account, dear. Do it because you want to help those clerks see business the way you see it. I am sure that you would give them fifty dollars' worth."

That evening Pete wrote to Mr. Dixon and agreed to deliver an address the following month.

During the next thirty days Pete devoted his spare time to shaping up his address. One problem that caused him perplexity was whether or not he should write it out and commit it to memory. He finally concluded that such would be the safer course. When he returned from his trip, he had quite an accumulation of manuscript in his suitcase, to which he addressed himself studiously that evening.

"You see," he explained, somewhat apologetically, to his wife, "the clerks in these big department stores are a pretty intelligent bunch. They go to theaters and big public meetings, and they know when a thing is done up in style. A man has got to come across with the goods, so I thought I'd write it all out."

"But, Pete, dear," inquired his wife, a little anxiously, "you aren't going to try and deliver a regular lecture, are you?"

"Why not? That's about what it's going to be. They have a big auditorium in the store, and I have to stand up on the platform. Believe me, I am going to hand out some oratorical chin-chin that will make those people sit up and take notice."

"Don't you think that you will feel uneasy if you try to deliver a set speech?" persisted Mrs. Crowther. "I should think it would be much better to talk to them in a natural way."

"You leave that to me," replied Pete, confidently. "What does a woman know about making a speech? When I was East some time ago I heard a Governor deliver a speech, and, say, there is the boy that can come across with the language. He puts up a great chest—looks just like the pictures of Henry Clay—and gets away with it too. You see, when a man stands up to speak in public he wants to put on the lugs. People always take a fellow at his own valuation. Do you know why so many thought that Mayor Gaynor was so wise? It's because every time he got up to talk he handed out a lot of that Epictetus stuff. Believe me, people fall for that sort of thing. I am going to quote from Emerson and Abraham Lincoln; it's going to be a speech for your life."

"But public men, Pete, have lots of experience in making speeches. I wish you would just think out a good talk in your own way and let that manuscript go."

"Why, see here, Jen, you have heard of Mark Hanna—Senator Hanna—he used to be a wholesale grocer before he got into politics. He was sixty years old before he ever made a political speech. I was reading about it in the paper the other day. He wrote his first speech all out and committed it to memory, and he made a home run right off the bat. Common talk is one thing, but a speech is a different proposition, see?"

That evening after Pete went down town his wife looked over his manuscript, and her inspection only served to increase her uneasiness. Upon his return she broached the matter again, but Pete was obdurate.

"It's like this, Jen," said he; "they are paying me fifty dollars for this, and I'm not going to get up there and blow off a lot of hot air. I am going to put fifty dollars' worth of work on that speech, and it's going to be solid stuff. I'll deliver the goods all right; don't you fret."

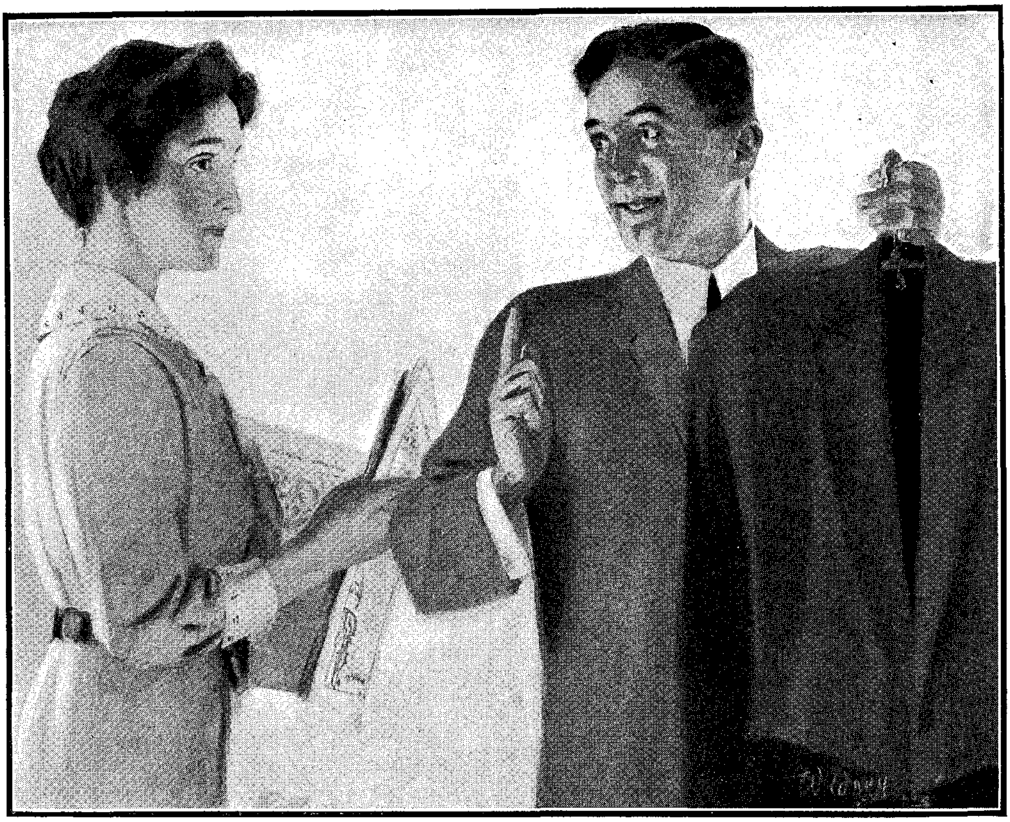
He did promise her, however, that he would tabulate his points upon a separate sheet of paper and have it upon the table when he should deliver the address.

The night before the meeting Pete entered his house carrying a large pasteboard box. He opened it and produced a dress suit.

"You see," he explained to his wife, "I have wanted one of these suits for a long time, and I thought it would be the proper caper to rag up a little for that spiel to-morrow night."

"Don't you think," said she, "that you would feel more comfortable if you should wear that nice double-breasted sack coat? You might feel a little awkward in the dress suit, dear, and it might not seem just the appropriate thing to your audience."

"Why, about two-thirds of those clerks



"AM I GOING TO STAND UP THERE LOOKING LIKE A CHEAP SKATE? NOT ON YOUR LIFE!"

are girls, and they will be dolled up to beat the band. Am I going to stand up there looking like a cheap skate? Not on your life! This affair is going to be pulled off strictly according to Hoyle. You watch my smoke."

The following evening, when Pete took his departure, Mrs. Crowther prevailed upon him to take his sack coat along in a suit-case. "You might change your mind," said she, "and then you would be glad to have it."

There were about a thousand employees in the audience. Mr. Dixon, in introducing Pete, paid him a compliment as a successful and prominent commercial traveler; but when Pete, arrayed in his dress suit, stepped up before them and placed his manuscript upon the table, he was obviously ill at ease.

"Ladies and gentlemen," he began, "this subject of salesmanship, to which I invite your consideration this evening, is a very broad and comprehensive subject. In fact, it includes almost every branch of human endeavor. The fundamental principles of salesmanship are of importance not alone to those who are engaged in the busy marts of trade, but also to people engaged in almost every occupation. Emerson has well said, 'To every man his task,' but the salesman has occasion to call into exercise certain principles of conduct and efficiency that are involved in more different tasks than you could shake a stick at."

At this point Pete had intended to make a sweeping gesture. He did make one, but it was somewhat belated and awkward, so much so that a number of salesgirls down near the front began to giggle.

This flustrated Pete, and he forgot his speech.

"As I was about to say—" he continued, trying in vain to recall the connection.

"As I was going to say—" he repeated, but was unable to go on. He stepped over to the table and began nervously to examine his manuscript. He caught a glimpse of Mr. Dixon, who was regarding him with a surprised and quizzical look.

The girls in the audience began to whisper and smile in evident enjoyment over the speaker's embarrassment. Pete's instinct told him that his lecture was going to be a failure, but he had no thought of quitting. His fighting blood was aroused. He took up the manuscript from the table and deliberately tore it into pieces. "Now if you will excuse me a minute," said he, "I want to do a lightning-change act. I will be back right away." He stepped into the side entrance and, quickly doffing his dress-coat, he put on his double-breasted sack and buttoned it up, then, stepping back upon the stage, he thrust his hands into his pockets and surveyed the audience with a broad grin.

"Now then, boys and girls," said he, "this is Pete Crowther, the grocery salesman. That fellow in the dress suit was an imitation of somebody else, and a mighty poor one too. That canned stuff don't go. I am going to give you some straight goods now about salesmanship, see? We will make it informal, too, and if any of you would like to ask any questions, why, just fire them in and I will answer them if I can. Now what I was trying to say, when I slipped the trolley, was this: Salesmanship is something that everybody ought to know about, no matter what his job is. Lawyers and preachers and doctors and everybody else would do their jobs better if they knew how to sell goods. 'Cause why? Because salesmanship is getting somebody to take your line of goods, and everybody has got his line. The lawyer has got his line of ideas that he is trying to put over on the court and jury. The doctor has his line of stuff that he wants the public to take. The fact is that one-half of society is trying all the time to put over something on the other half, see? Everybody ought to be a salesman when you come to that, and so it's the best kind of training to work in a store. A good many of you girls intend to get married some day—I guess all of you do. Let's find out, just for fun. How many of you would like to get married?—just hold up your hands. Come now, don't be bashful."

A few hands went up, then more, and then nearly the whole audience caught the spirit of the thing and held up their hands.

"That's right," smiled Pete; "nothing like being honest about it. Well, I can't do much for you personally, because I'm a married man myself, but I can give you some good pointers, and one is this: The best kind of preparation for married life is to be a saleswoman, because in selling goods you learn patience and courtesy and how to manage people; so I want to congratulate you girls because you are selling goods—shake," and Pete held out his hand and went through the motions of a hand-shake.

"Now I am going to tell you how to make a good salesman, and I'm not telling you something that I learned out of a book either. I clerked in a store for four years, and I have traveled on the road selling goods for twelve years. I'm a modest man, see? But I can sell goods—just stick a pin in that. Listen. The first and most important thing in salesmanship—in fact, it comes pretty near being the whole thing—is to get on good terms with your job. 'Cause why? Because a man will always hump himself for something that he likes, and people like to deal with a man who enjoys his work. It makes them feel good because he feels good, and you take it from me, everybody likes to feel good. Why, I know a fellow—he sells shirts—I buy all my shirts from him—you ought to hear that man talk shirt. There isn't a thing about a shirt from the collar-band to the tail that he don't know forward and backward, and he's so interested in it that he makes it look like the biggest job in the world to sell shirts, and next to the biggest thing is to wear one of those shirts. He makes you feel as if a man who hasn't got that kind of a shirt on is like the fellow in the Bible who didn't have a wedding garment—he hasn't got a look in.

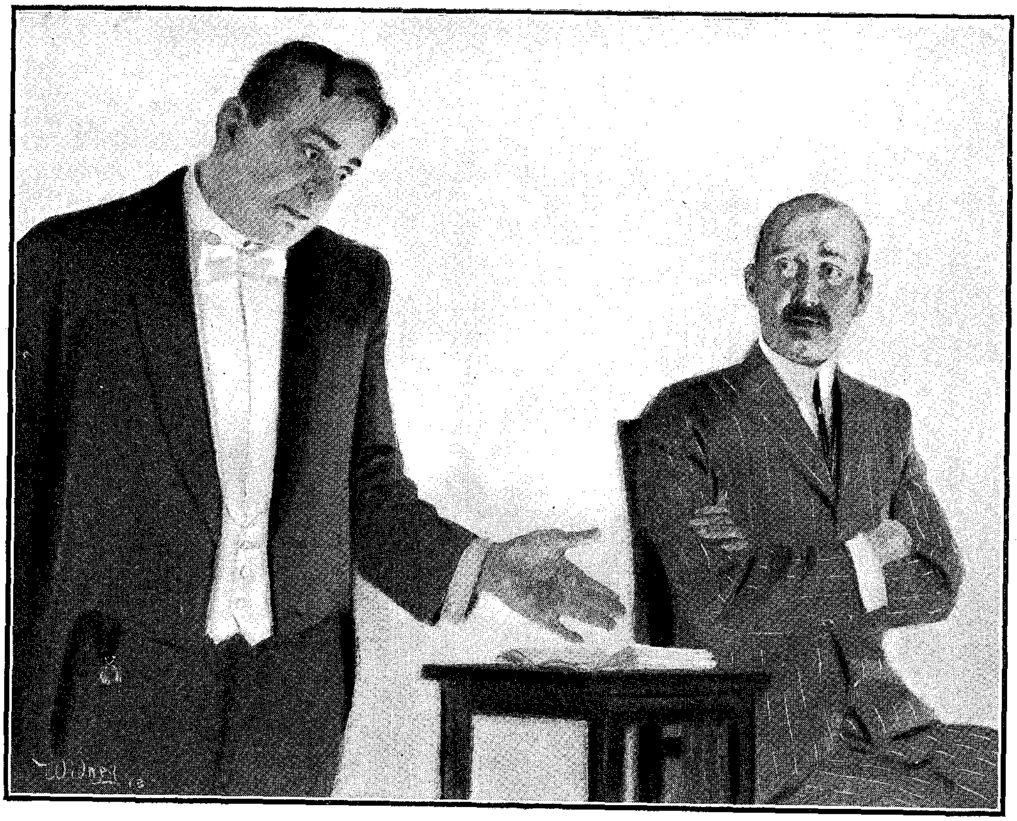
"Do you know why so many clerks don't succeed better? It's this: They are on bad terms with their job. They dislike their work. They are always wanting to beat it and go at something else. On the other hand, I can tell you about dozens of clerks"—here Pete gave a number of illustrations arising out of his personal experience and observation where clerks by cultivating a deep interest in their work had reached success in salesmanship.

"Mr. Crowther," interrupted a young man in the audience as he arose to his feet, "you invited us to ask questions."

"Sure, go ahead, shoot."

"Supposing a person is working at something that is naturally distasteful to him, how is he going to get on good terms with his job?"

"That's a fair question," answered Pete. "Now, if a man is working at something that needs to be done—something that society needs, you understand—and that job



"AS I WAS ABOUT TO SAY—" HE CONTINUED, TRYING IN VAIN TO RECALL THE CONNECTION

is distasteful, why, the trouble isn't in the job, it's in his cocoanut—that's where the distaste is. He has got the wrong slant at it. Supposing his job is clerking in a big, first-class store like this. Why, he wants to get into his bean an idea of the dignity of his job. This is a classy institution, and he's a necessary part of it. He wants to consider himself just as classy as the store. Nothing like being chesty over your job. A job is really what you think it is—to you, anyway. But that is only a starter. If a clerk is to get on good terms with his job, he must be a salesman. Stick another pin in that. Every clerk isn't a salesman, not on your life. A salesman is onto his line. He knows his goods; he studies them, and he's interested in them because he knows them. In some ways goods are like people—the more intimate you get the better you like them. I met a fellow the other day who was selling nails. I never knew much about nails. I always thought that a nail was a nail, but it isn't. Some are different. This fellow told me about nails. He talked me to a standstill about how they make wire nails and shingle nails and spikes—he liked nails because he knew them. He made a nail look like a live proposition.

"Another thing. A salesman likes people. He studies them, and is interested in them, because he knows them. It's a big thing to get the right slant at people. 'Cause why? Because you are meeting them all day—they are thicker than huckleberries. Now, here's a funny thing. When you stop and think that the most enjoyment we get out of life is in meeting people and getting interested in them (and if you don't believe this, just go off alone where you won't meet any people for three or four days and see where you get off at)—why, isn't it queer that we don't study harder to find ways to get in right with folks at large—just people, you understand? There's a fellow up on my street learning to play a cornet, and, believe me, he toots at it morning and night to a fare-ye-well. I met him on the street and asked him how the horn was coming on. 'Well,' he said, 'it makes my lips swell up, but I'm getting there.' Just suppose that you and I should go to it and practice on people like that. Why, we'd get all kinds of music out of them, and, believe me, it's great sport. It's—"

"But, Mr. Crowther," interrupted a young lady in the audience, "when a clerk has to stand up all day and gets tired and nervous and people act cross and cranky with her, how is she going to get on good terms with the people?"

"Why, if she gets to be a good player," cried Pete, "that is the best kind of a chance to start a tune. I was in a dentist chair a while ago, and you know how it takes the fun out of you when a dentist gets to probing up into the roots of your teeth. Well, I glanced up at the wall and saw a card there that had some good stuff printed on it. It said, '*Smile, darn you, smile.*' I don't go much on slang, but that card got my goat and kept me laughing—that is, as much as a fellow can laugh with one of those rubber gags over his mouth. That card paid my dentist bill and left me a profit besides. It was this way: The dentist charged me twelve dollars for the work. A few days later I went into a store to sell a man who is one of the meanest buyers up along that line. He isn't a customer of mine, but I sell him occasionally. He was having one of his off days, and when I tackled him he uncorked a grouch that was enough to raise the hair, and I came mighty near going back at him. I do that sometimes, but I never made anything at it—a grouch never gets a man anywhere—but all at once I thought of that card, so I let loose one of the best smiles I had in stock—a big wide one that pushes your ears back something like this," and Pete beamed upon the audience with his most expansive grin. "Well, it wasn't ten minutes before I had the old geezer all thawed out, and I sold him a bill of goods that made a profit of seventeen dollars, which paid the dentist bill and left five dollars, velvet, see? You take it from me, one of the biggest assets a salesman has got is a corking good smile. It is like an old army musket, too—the back action is a big part of it. It makes him feel good, as well as the other fellow. Now, the management of this store is paying me fifty dollars for this song and dance, and I am going to give them the worth of their money right here. I'll give each one of you fifty dollars' worth besides. I am going to make you remember that dentist card so you will never forget it. I want you all to repeat it together. There are about a thousand of you here. You ought to start something. Now then, all together!"

"Smile, darn you, smile!" responded about half the audience.

"Good!" cried Pete; "but you can do better. Put it over again. Come now, boys and girls, go to it!"

"*Smile, darn you, smile!*" shouted the crowd in concert.

"Fine," laughed Pete. "Now I am going to stand quiet half a minute and let it soak in." He did so. "There, you can't forget it if you try. And here's another thing: A man can smile whenever he wants to. I can prove it. You are all going to smile right here. You girls there on the front seat, get busy now!" A wave of smiles and laughter swept over the audience, terminating in vigorous applause. "If you will try that game out every day you will soon find that fifty dollars was mighty cheap for it, and you will get on good terms with your job, too."

"Mr. Crowther, may I ask a question?" called a young man in the center of the room.

"Sure; uncork it."

"Supposing that a clerk wishes to get into a better position. How is he going to do it if he settles back satisfied with the position he is in?"

"I am glad you asked that question," responded Pete, "because I wanted to say something about getting a better job. When a man is on good terms with his job, that don't mean that he settles back satisfied with it. Instead of settling back, he keeps going ahead, trying to make his job a better one. 'Cause why? Because when a job looks good a man gets proud of it and keeps digging in his toe-corks trying to make it better. It may be the very job that he's cut out for. I know a fellow up on my territory that has been clerking in the same store for fifteen years. He is on good terms with his job, and every year he has made it a little better and has found out that it's the best job for him. He gets forty dollars a month and his meals. He told me last year that he had saved about twenty dollars a month for over ten years. He has got about $2,600 out on interest. The last time I was in that town we had a confidential chat, and he told me that he was going to get married to a widow in town. She owns twenty acres of land—one of those thrifty little widows that raises chickens, you understand. He is going to keep on clerking in the store and she is going to keep on raising chickens. That's the way it always goes. When a man is on good terms with his job, he will make his job a better one, and will land a widow with twenty acres of land, or something else just as good. But supposing a clerk wants a higher position and has got it in him to make good. How is he going to get a better job? I can tell you just how. I never knew it to fail. Let him get on good terms with the job he's at—same old proposition, see? It's this way: When a fellow enjoys a job and is making good at it, why, it's a cinch that if he's fit for a better job it will come along and tackle him. About two months ago I went into a store to buy a pair of gloves. I didn't know what kind I wanted. Something funny about that. When a fellow doesn't know just what he wants, and a clerk makes him want a thing, why, then he thinks that that is just what he wanted all the time, see? That's salesmanship. Well, the clerk that waited on me was a salesman. It only took him a minute to size me up and make me see that I wanted just the glove that he trotted out. He knew gloves. You ought to have seen him smooth out that glove and show me the points that made it a crackerjack. A glove was peanuts and candy to that fellow. Well, last week I met him in a hotel up on my territory. He had a job on the road selling gloves. He said that the commercial traveler who sold most of the gloves to that store where he worked had been taken into the firm and recommended him for the job, and now he was selling gloves on the road. 'I've got a great line of gloves, Crowther,' said he. Now there you are. You see, the better job came along and took a crotch-hold on him because he was on good terms with the job he was at.

"You have had a lot of expert advice in the course of these addresses," said Pete in conclusion. "You have been told all about how to keep yourself up and how to make your goods attractive and how to talk them up. I won't go into that. There was just one big idea that I wanted to work into your cocoanuts, and I guess I have put it over all right: *Get on good terms with your job*, see?"

Pete waved his hand smilingly at his audience and took his seat amid a hearty round of applause.

"That was a good talk, Crowther, especially after you broke loose from that manuscript and the dress suit," and Dixon laughed heartily as he congratulated Pete.

"Sure, that came mighty near queering me, didn't it?" grinned Pete.

A group of salesgirls gathered around Pete when he came down from the platform.

"Oh, Mr. Crowther, your talk was just gra-a-nd," said one of them. "I am going to get on good terms with my job right away. I work at the ribbon counter."

"Good!" responded Pete, encouragingly. "If I was a bright little chickadee selling ribbons, I would do the job up so well that they would want to put me in the silk department, see?"

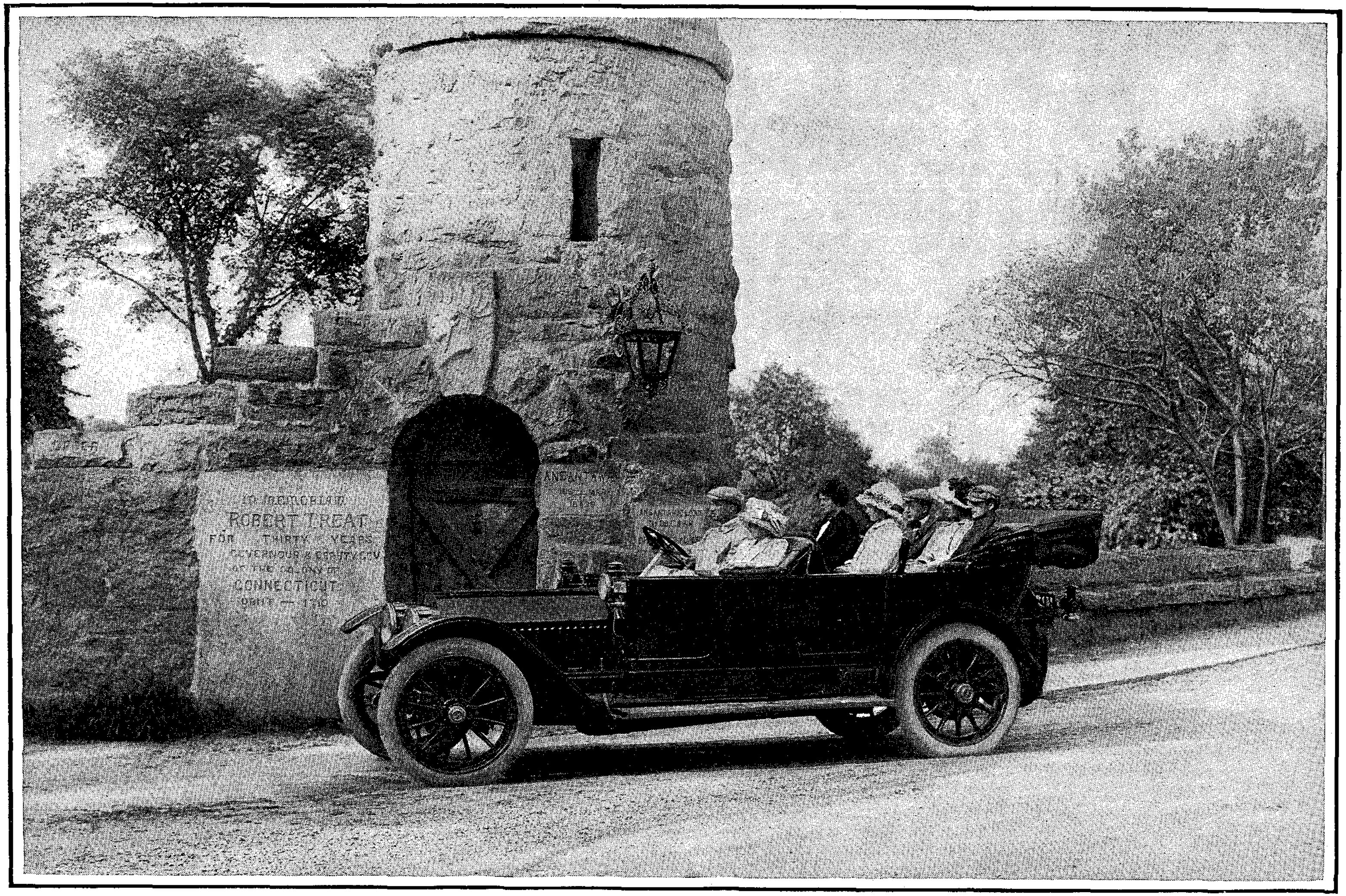
"Say, Mr. Crowther," asked a young man just before Pete left the auditorium, "how is a fellow to go at it if he wants to get a job on the road?"

"Sell goods," replied Pete, promptly. "Sell goods right where you're at. Make a salesman of yourself. Get on good terms with your job and lay for your chance. It will come along."

When Pete reached home his wife was waiting for him rather anxiously until she caught sight of his complacent countenance.

"Your lecture was a success, wasn't it, dear?"

"Lecture? Nit! I got all balled up on the lecture, so I tore up the manuscript and went at them hammer-and-tongs, and I got away with it, too. But say, Jen, this fifty dollars belongs to you all right. I never could have got by if I hadn't taken this sack coat along."


IN MEMORIAM
ROBERT TREAT
FOR THIRTY YEARS
GOVERNOUR & DEPUTY GOV
OF THE COLONY OF
CONNECTICUT

"OLD RELIABLE" REBUILT INTO AN UP-TO-DATE PLEASURE CAR

THE PROBLEM OF THE USED MOTOR CAR

BY HENRY FARRAND GRIFFIN

As John Smith drove his 1912 Motomobile down to the office this morning, a long, graceful car shot across his bows, sidled past a big motor truck, and vanished into the traffic.

"H'm, nineteen-fourteen Moto," mused John.

True enthusiast that he was, he already knew the latest model by heart. But no catalogue illustrations or specifications could do justice to that trim body and the powerful, silent motor that had just swept past him.

Thoughts of self-starters and up-to-date electric lighting systems kept mixing into John's dictation all morning. When he started home for luncheon, his motor was cold. He cranked himself into a temper, and when the "double-dashed thing" finally did catch he headed straight for the Motomobile agency.

"Yes, she looks pretty good," he told the dealer, after a half-hour's careful exploration of a stripped chassis in the show window, "but the question with me is, how much can you allow me for Old Reliable out there? She's in absolutely perfect condition. You know as well as I do how little trouble I've had—"

And so it went for another half-hour until the dealer finally named his highest figure for the old car, and John mournfully shook his head.

"Sorry," he said, as he cranked up and climbed into his seat. "But that's a little beyond my depth, so I guess I'll have to stick to Old Reliable for another year."

Jim Brown also went down to his office this morning, but he traveled in a crowded street car. He was jammed in between a number of other unhappy passengers, who walked on his toes, and he couldn't even get a strap to cling to. He arrived at his office with ruffled clothes as well as temper, and thoughts of inexpensive automobiles kept mixing into his morning's dictation. On his way home he stopped along "automobile row" and accumulated a large supply of motor car catalogues.

He read extracts from the catalogues to Mrs. Brown beside the evening lamp, and was finally inspired to eloquent word pictures of motor outings of a Sunday with Mrs. Brown and all the little Browns.

Mrs. Brown finally put down her sewing.

"I'm afraid of the cheap cars, Jim," she said. "You know what an experience Charley had with expensive repairs and trouble all the time. And we simply couldn't afford those other automobiles."

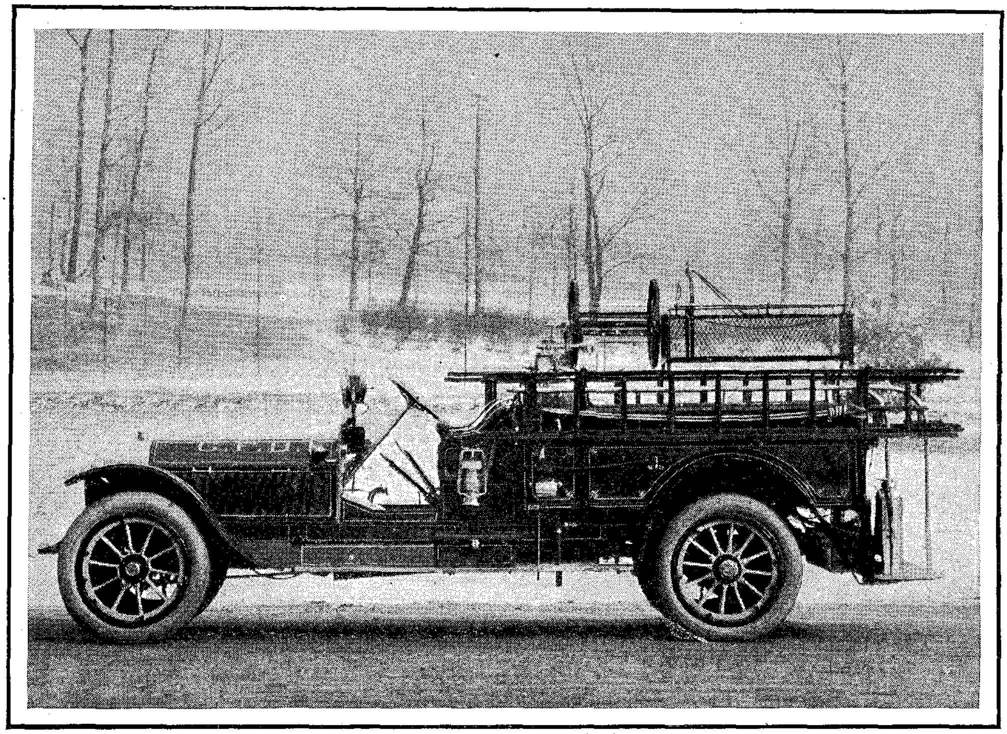
"If you could only be sure of getting a really good car second hand," put in Brown, as he picked up the evening paper. "They sound all right in the advertisements. Listen to this: 'Motomobile, 1912, overhauled and in perfect condition, will sell at a sacrifice.' The Motomobile is a splendid car, I know, but these second-hand dealers—oh, well, I suppose it would be foolish, anyway."

So catalogues and newspaper went into the waste-paper basket, and Mr. Brown picked up a book with a sigh as he thought of next morning's trip to the office.

Several thousand John Smiths and Jim Browns did and said, to all practical purposes, exactly these things to-day and every other day of the year. John Smith's 1912 car was in quite as good condition as he represented it to be to the dealer. It was the very car Jim Brown wanted, and Brown would have paid a fair price that would have enabled Smith to buy the 1914 model *he* wanted. The dealer, however, was quite right in deciding that he could not afford to give Smith that price, for he had to take his chances of finding Jim Brown and tie up that much capital until he did.

The problem with which Smith, Brown, and the dealer wrestled is one of the most important before the automobile world today. And by the automobile world is meant not merely the makers and sellers of motor cars, but owners, present and prospective, as well. The average man who owns an automobile will not, or cannot, buy a new car until he disposes of his old one. He has therefore a very real interest in conditions which affect or determine the market for used cars.

Few responsible automobile makers or



A TOURIST CAR CONVERTED INTO FIRE APPARATUS

dealers will deny that up to very recent times the marketing of used cars has been handled in a haphazard, inefficient, and unbusinesslike manner. It was perhaps natural in a new industry of such swift and amazing growth. It was easier to follow the line of least resistance. The field of prospective purchasers appeared limitless. Used cars were indeed quite commonly taken in trade, and, as the years went by, with increasing frequency, but few makers or dealers had any systematic method of taking or disposing of the second-hand product.

In far too many cases the whole problem of the used car has been treated as if it were a sort of skeleton in the automobile closet. It is a difficult problem—there is no denying that—but it is not going to be solved by trying to ignore its existence. Moreover, a large number of progressive manufacturers co-operating with their dealers and branch houses are proving right now that there is a solution.

It is not a mere coincidence that the makers who are well on the way to a satisfactory solution of this problem are the ones who have done most along the lines of service to car-owners. Several years ago these far-sighted makers realized that the peculiarities of the automobile business made exceptional service methods a requisite of permanent success. The modern motor car with its average owner is a complicated piece of mechanism in the hands of an unskilled operator. The owner of the best of cars will frequently need expert advice and technical service, and when these are readily obtained they mean a satisfied customer who is not likely to go elsewhere for his next car, and, moreover, often influence other sales.

The recent rapid growth of service stations and the standardization of the service which the leading makers require their dealer agents to give to owners are the best evidence that these policies are laid along the right lines. In this service there is, of course, no difference between the treatment accorded to the man who bought his automobile direct from the maker or dealer and the man who bought his car second-hand. The right to service of this nature is a very real asset when estimating the value of a used car. More than one maker has found it to his advantage to advertise the high prices his cars bring second-hand, and it is interesting to note that these are makers with well-developed service systems.

Because used cars, when taken in trade,

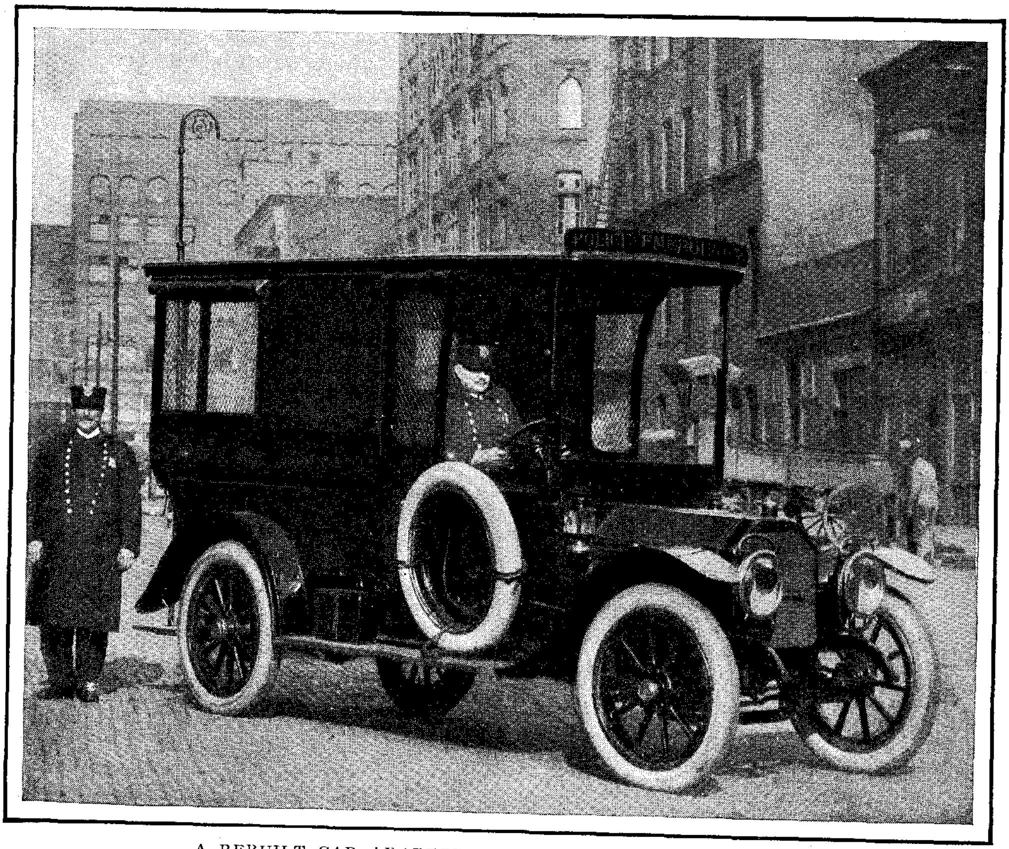
very frequently require rebuilding or overhauling before they can be sold again, these service stations naturally became important factors in the second-hand problem. They opened the way to the "used-car departments" which have recently been established by leading makers and dealers.

A large number of these departments have already been in operation long enough to demonstrate that there is an unexpectedly large market for used cars which have a responsible guarantee of good condition behind them. It takes careful study of the market, a systematically planned campaign, and real merchandising ability—just as it does to sell new cars—but the demand is there, and it is growing as fast as people learn that buying a properly overhauled or rebuilt used car from a reliable firm is not a gamble in second-hand machinery, but an ordinary business transaction with the guarantees of good business faith behind it.

It would probably surprise the owners who sell these used cars to know the wide variety of services they later enter. Many, of course, continue as pleasure cars, but the great majority ultimately find their way into commercial employment. Light delivery service, taxi companies, and liveries absorb a great number of the used cars, while many, rebuilt and adapted to their new callings, become police patrol wagons, fire apparatus, ambulances, and even motor hearses. One important company has made a specialty of this class of business and has developed lines of rebuilt cars which are regularly carried in stock.

Several of the more prominent automobile makers have for a number of years followed this policy of rebuilding their own used cars taken in trade. Until comparatively recently the rebuilding was done only at the factory, but the growth of completely equipped and stocked service stations has made it unnecessary to ship cars back to the main plant. The work done is none the less thorough, and the rebuilt cars are sold with exactly the same guarantee as a new car.

A "rebuilt car" from the shops of a reputable maker is exactly what the name im



A REBUILT CAR ADAPTED FOR THE POLICE DEPARTMENT plies—rebuilt from the ground up. The entire car is stripped and literally taken to pieces. All parts are subjected to the same tests and inspections the factory uses for a new car. The standards of measurement are the same, and every part subject to wear must come up to these standards or a new part is substituted when the car is reassembled. Needless to say, the quality of material must have been of the best in the first place, or any such process would be a waste of money. And when a car has been conscientiously rebuilt in this way the purchaser may not get the latest style in bodies or the newest fad in mechanical accessories—but he has a bargain. He has a high-grade automobile entitled to the same service and operating under the same guarantee as a brand-new car.

The mere fact, however, that such rebuilt cars are good value and find a ready market by no means settles the used-car problem, which has unnumbered ramifications and complications. A well-known automobile man, manager of the New York branch of one of the leading manufacturers of high-grade motor cars, recently summarized his own experience in an interesting way.

"We realized long ago," he said, "that this question was bound to become one of the most important in the automobile business. We have been studying it for a good many years, and, while we have our own situation fairly well in hand, we're still studying and still learning.

"The average owner who buys a new machine wants to sell his old car. He feels, and I think properly, that he has a right to expect the assistance of the man who sells him the new car in disposing of the old. Unfortunately the owner usually not only wants the dealer to buy the old car but expects a price which is in excess of its actual value. The dealer in this situation has several alternatives.

"He may pay the owner more than the old car is worth. When he does, he is splitting his commission if a dealer agent, or cutting his price if a manufacturer's representative. Any dealer or representative who does much trading on this basis will soon trade himself out of business.

"Next, he may pay the owner the actual value of the old car as near as it can be estimated. That value is always difficult to arrive at, and even if the guess is right it means just so much capital tied up until the used car is sold again. We did business on this basis for a long time, but we finally decided that the method was wrong in principle, and we have given it up. We found that we were developing a lot of excellent purchasing agents but mighty few good salesmen.

"The solution which we finally arrived at was to establish a 'used-car department' in charge of a competent man, whose sole business is to manage and direct the sale of used cars for our customers. This department is as efficiently conducted and is considered just as important as any other part of our organization.

"The customer sets the price at which he will sell his old car. If we think that price too high, we tell him so frankly, and any offers under the set price are reported promptly to the owner. In a word, we place the services of experts thoroughly in touch with the used-car market at the disposal of our customers, and when the prices they set on their old cars are reasonable we seldom have much difficulty in making the resale.

"We offer our customers' cars for sale in three grades: first, 'rebuilt;' second, 'overhauled;' third, as is.' The rebuilt cars, as the name implies, are stripped, all worn parts are replaced, and the car is reassembled, tested, and repainted. They are sold with the same guarantee as our new cars. We give the guarantee, not the customer, who pays, however, for the expense of rebuilding. It very frequently happens that a car is turned in in such good condition that rebuilding is an unnecessary expense. Such minor repairs as are necessary are made, the cars are repainted, and sold with the same guarantee as the new or rebuilt machines. The 'as is' cars are sold as they stand on the floor without any guarantee. Any defects of which we have knowledge are brought to the attention of the purchaser, but beyond this we undertake no responsibility. Incidentally, I may say that some of these cars are the biggest bargains of the lot, but we do not encourage their sale to any but mechanical experts.

"We are now taking no machines in trade, and the used-car department has proved such a success that we lose mighty little business due to our refusal to trade.

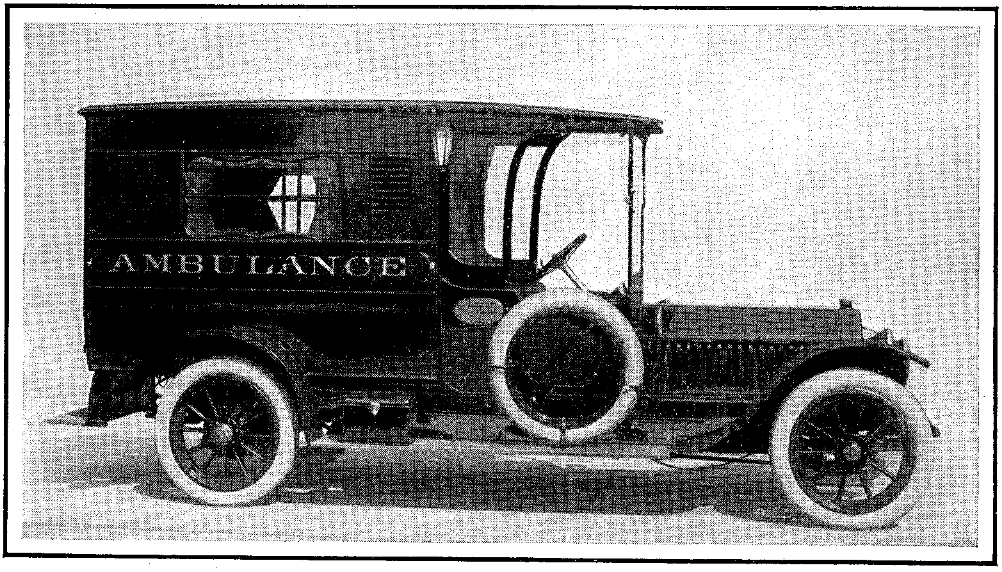
"Occasionally we do run into a man who will say: 'Look here, the X Y Z people will give me 'steen hundred dollars for my old car. I'd rather have your make, but if you're going to do business with me you'll have to do the same as X Y Z.' I have just one thing to say to that man, and I've said it often enough to have it by heart. I tell him: 'I know that the X Y Z people will give you 'steen hundred dollars for your old car, and they know and I know and you know that it's several hundred dollars more than it is worth. They can't sell it on the open market for that price, and you can't and I can't. And you know and I know and they know that when they give you that much for your old car they're doing just one thing—they're cutting the price of their new car. You may not know and they may not know what they are doing when they start in trading like that, but I know—they're trading themselves out of business! And the first thing you know, you'll find you have a car that isn't made any more, and I needn't tell you what that means.'

"Well, that nearly always settles it, especially if you are dealing with a business man. He can appreciate the force of that argument from a business standpoint.

"We believe that we have come pretty near settling this used-car problem, and in a way that will ultimately make a good many purchasers of our used cars good prospective customers for new cars."

It will be seen, therefore, that this automobile dealer found the solution of his used-car problem in what amounts to an extension of his system of service to customers. More and more progressive makers of motor cars are coming to realize that this is the best and most natural solution and the fairest to all concerned. It works best of course in the large cities where the makers maintain completely equipped service stations and stock warehouses. In the smaller cities and towns the practical application of a system of this sort is more difficult. The manufacturer's distribution in these localities is almost wholly through dealer agents, who frequently handle more than one make of car, and the difficulties of inaugurating a uniform system of service and resale of used cars are obvious.

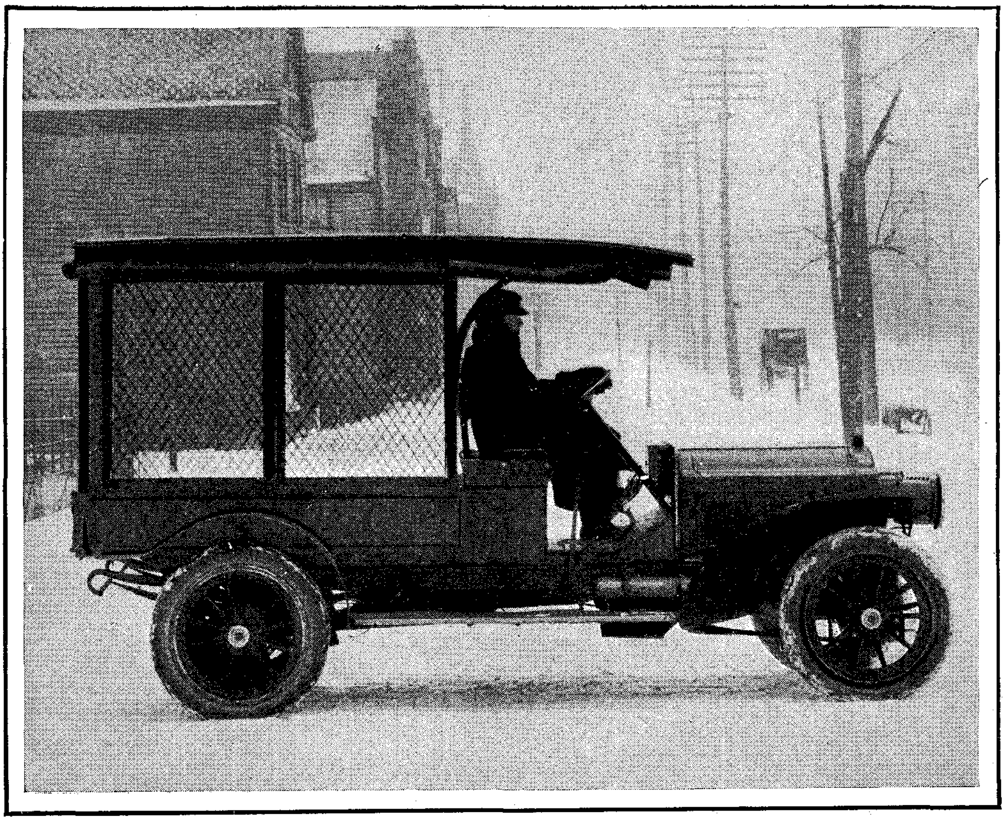
Just what some of these difficulties are a prominent maker recently described.



AN OLD CAR PRESSED INTO HOSPITAL SERVICE

"We found," he said, "our owners in one territory were getting one sort of service, and those in another territory another sort, and in some territories, I am sorry to say, they were getting very little at all. We realized that this was very unfortunate, and so did the better class of our distributers, hence we tried to work out something that practically all dealers would agree to.

"There was a time not so very long ago when the average automobile dealer felt that he had no interest in the brand of car he was selling unless he actually made the sale himself. That is, if a man bought our car in Chicago, and a little bit later went to Kansas City on a vacation or to live, the dealer at Kansas City just sort of didn't care anything about it, because he hadn't earned any com-



A FORMER PLEASURE CAR REBUILT FOR LIGHT DELIVERY SERVICE

mission on this car. But now automobiles have come into such general use and the sales of the leading cars have become so numerous that dealers realize that the business in their territory is affected by the way the dealer in another territory does business, hence they are getting more broad-minded and more willing to co-operate along sound business lines for the upholding of the National reputation of the product they represent and the National reputation of the service that goes with it.

" The guarantee that goes with our car has a great deal to do with the service. This is a minimum guarantee, and it has been carefully worded, and the conditions surrounding its operation carefully explained simply as a precaution to this company and its dealers from those owners who are unscrupulous and would take advantage of us. I am sorry to say that there are such people owning automobiles. They are, of course, a small percentage of our total owners, and yet it is necessary to have a very definite statement of policy to rely upon in dealing with that percentage. We have to have this in order to be sure that the man who is fair and reasonable in his demands gets the square deal to which he is entitled, otherwise we would be giving away everything we could possibly afford to give away to the small number of people who are not fair, and we would not be taking care of the fair-minded owners as they deserve.

" Here at the factory we have nearly a million dollars' worth of service stock. We can furnish any part of any model we have ever made, and, with very rare exceptions, we can make shipments the same day we receive the order. Our service stock inventory goes on piling up from year to year, and sometimes it looks quite appalling. You can understand how this would be. It is impossible to close out stuff at the bottom end of your service department, so to speak, as fast as you can pile it in at the top. We have been in business a number of years, and we haven't yet been in business long enough to say definitely what the life of a motor car is. So far as we know, all the cars that we have ever built, except those which have been destroyed by fire or violent accidents, are still in use.

We still sell parts every day for the first model we ever built; hence we must keep on carrying stock for all of these old models, and we must of course each year keep adding a great supply of stock for the new models.

"We have factory stock depots also at several places in the country, and, in addition, practically all of our dealers, at least all who do any considerable volume of business, carry a certain amount of service stock.

"Regarding the used-car problem, I am frank to say that we do not yet know the answer. We have studied it a great deal, and we and our dealers have worked out some ideas and suggestions that help in the handling of this difficult question. But it still remains a very perplexing problem, and I am unable to see that it will not always remain so. The best light we have on the subject leads us to look upon this as a dealer's problem. We think the used car in each dealer's territory should be handled by him in his territory as far as possible. What dealers should do in the way of overhauling cars that they take in on trades varies a great deal with the condition of the territory and with the price of the car when new.

"Some of our larger dealers do a great deal toward handling their second-hand car problem by equipping the chassis with cab or limousine bodies, then selling these cars to independent cabmen for general rental and taxicab service. These are time sales, and of course it takes capital, yet it helps a lot in cleaning up used cars.

"A dealer of any size ought to have a used-car department, just the same as he has a new-car department, with a capable man in charge of it—some one who is concentrating on this angle of the business. We find that dealers who do handle the work in this way manage to get along pretty well, provided of course they are careful in making their trades in the beginning."

This, then, is a brief account of what progressive dealers and makers of motor cars are doing to put their service systems and used-car departments on a businesslike basis. Recent developments have made the used car, rebuilt or overhauled and guaranteed by a responsible firm, a very interesting proposition to the man of moderate means who cares more about reliability and satisfactory service than he does about the latest style of body and the last word in mechanical refinements.

In many ways this development holds much promise for many who might otherwise never be able to avail themselves of the convenience, comfort, and pleasure which the modern motor car can give. In commercial service also the used car is becoming an increasingly important factor in the motor conquest which is displacing the horse in our large and congested cities. It is rapidly bringing us to the motor enthusiast's goal—the day when every man who can afford to keep a horse can afford to keep an automobile.

WHERE THOU ART

BY HERMANN HAGEDORN

Where thou art is the call of dawn,
  The anthem of the morning star,
Sun-balladry to music drawn
  From spirit virginals afar,
The murmur of Bethesda spring
Stirred by the healing angel's wing.

Where thou art is the whole of being.
  With thee is birth and death; with thee
All law and judgment, all decreeing
  To anguish or felicity.
Where thou art is the heaven's caress.
Where thou art not is wilderness.

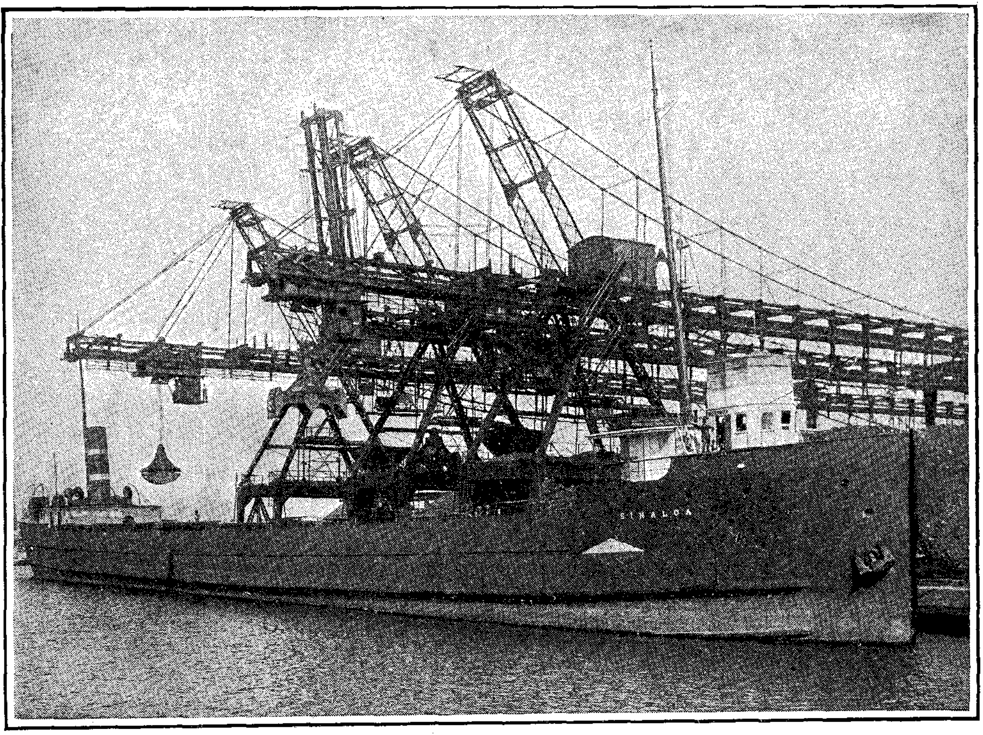
THE PULSE OF THE NORTHWEST

BY GEORGE F. WORTS

THE one unnavigable link in the chain of lakes and rivers between the thriving, productive Northwest and the equally thriving and reciprocally productive East occurs at Sault Sainte Marie, Michigan, where, in the rapids of the Saint Mary's River, the waters of Lake Superior drop eighteen feet to flow into the lakes of Michigan and Huron. Grain and iron ore feed the gaping maws of the Eastern market, while coal renders the severely cold Northwest habitable, runs its manufactories, and fires the smelters of its mining districts.

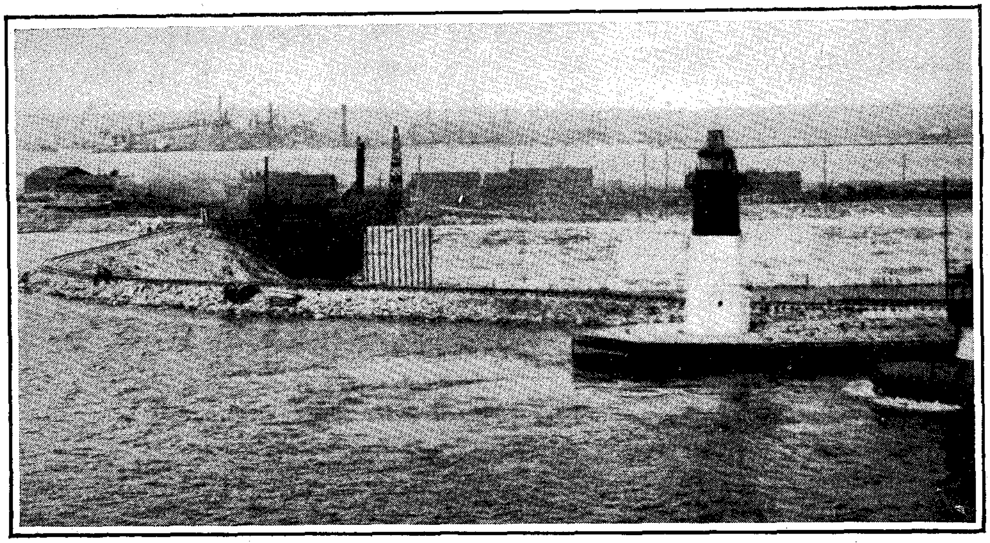
At the present time there are three locks for lowering ships from the Lake Superior to the Lake Huron level or elevating upbound vessels. On an average, one hour and fifty-nine minutes are required to "lock" a boat, including passage through the canal. But there is often considerable delay owing to congestion arising from fogs and other non-preventable causes. Immediately after the severe fogs clear away sufficiently for safe navigation ships hasten to the locks in such large numbers from both directions that the three available locks, although operating at their utmost capacity, cannot meet the sudden rush, and late arrivals must often wait eight to ten hours for their turns. For at the locks a strict rule of "First come, first served" prevails. When it is mentioned that each minute that a loaded ore-carrier lies idle costs the better part of a dollar, one can readily appreciate the incentive which has actuated the United States Government to relieve this congestion and, incidentally, facilitate the normal handling of Great Lakes traffic by building the two largest locks in the world.

We have been hearing so much about Panama lately that the vital importance of these new locks at Sault Sainte Marie has been shamefully overlooked. In effect, Panama will probably never compass in actual net tonnage the traffic of the locks at Sault Sainte Marie. In 1912, 72,472,675 tons of freight, valued at $791,357,837, were locked through by 22,778 boats. In 1855,



THE COAL UNLOADER AT DULUTH

For unloading the boats of their hundreds of tons of cargo in a few hours. This device has been especially designed to meet the requirements for speed in the most economical way and is the largest one in existence



BUILDING A NEW LOCK

The contractors at this section of the lock had the greatest difficulty in controlling the water, which would seep in and prevent building operation. This has caused a loss to them of over two hundred thousand dollars

when the first of the American locks was constructed, 193 boats carried 14,503 tons. In 1887, 5,494,649 tons, worth $79,031,757, were registered. In other words, ten times the value of freight was handled in 1912 that was handled twenty-five years previous, and fifteen times the amount in tonnage. Judging from these figures and others that I will give in other parts of this article, it is quite safe to estimate the amount of freight annually transported through the locks in a few years—possibly ten—at 100,000,000 tons, with an approximate valuation of more than a billion dollars. This estimate, I repeat, is a conservative one.

For each decade the percentage of yearly increase and the total tonnage have been as follows:

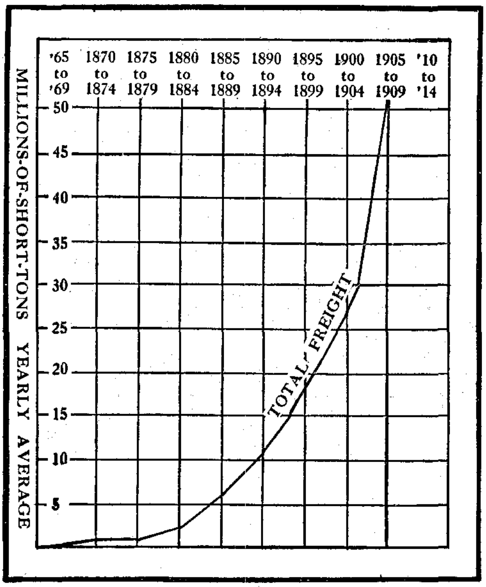
Years.	Percentage increase.	Tons.
1855–1864	44	1,203,358
1865–1874	12	4,829,247
1875–1884	17	14,868,639
1885–1894	17	80,343,218
1895–1904	12	253,002,697
1905–1912	...	441,837,790
Total..................		796,084,949

By yearly stages the tonnage has increased in average bounds of twenty per cent.

This, then, is the cause, while the two largest locks in the world are the effect. They will not be as wide nor as deep as the famous Gatun or Pedro Miguel, but they will be longer by 300 feet. Each will be 1,350 feet in length, 80 feet in width, 50 feet in depth, while 25 feet of water will flow over the sills at the low level. They will accommodate two of the longest freighters on the lakes, end to end, and it is a fact worthy of mention that the longest of Great Lakes freighters are longer by far than the world's greatest dreadnoughts. Six-hundred-footers were anticipated and have arrived on the Great Lakes, as one-thousand-footers were looked for and will no doubt appear upon the Atlantic shortly.

In 1912 the Colonel J. Schoonemaker, 617 feet in length, carried a record-breaking cargo of 13,511 tons. In that year she traveled 46,835 miles, or nearly twice the distance of the earth's circumference. Great Lakes freighters have an individuality and personality as striking and distinctive, not to mention an absolute appropriateness for their use, as craft plying well-known waters in any part of the world; *e.g.*, the transatlantic liner, the Japanese sampan, the Arctic whaler, the junk of the Yangtsekiang. The lake carrier was created to meet an exacting demand—titanic capacity, availability for rapid cargo handling, seaworthiness, and speed. The refined, composite result of years of experimentation is an extremely long and slender steel shell, of which an almost negligible portion is taken up by engine and quarters. It typifies exactly the ultimate economy and efficiency of time-tried American business methods. Whalebacks and other "revolutionary" freaks have demonstrated their impracticability and are rapidly passing.

Construction difficulties in the new locks

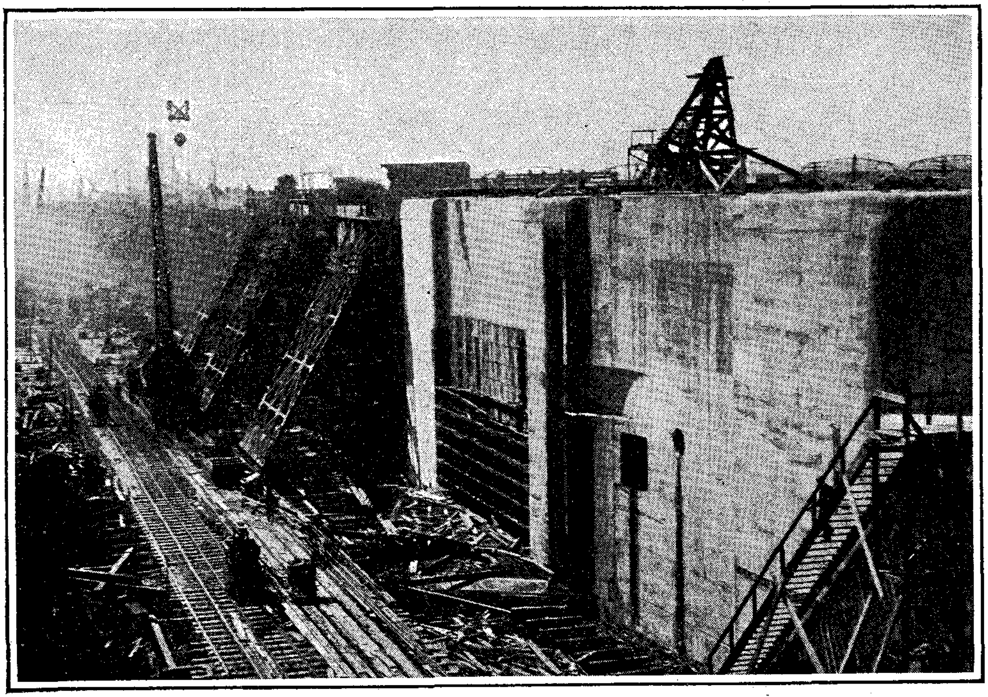


SHOWING THE INCREASE IN THE USE OF THE "SOO" LOCKS

only slightly resemble those of Panama. There have been no serious rock slides to speak of, the greatest difficulty encountered having been to keep the work clear of the water which constantly seeps in. One contractor has already lost more than two hundred thousand dollars by underestimating this factor, which suggests the fact that the work is not being done by the Government, but was let out to contractors. Lieutenant-Colonel Mason M. Patrick, of the Corps of Engineers, United States Army, is the man whose directive position places him in the same relation to this task as that of Colonel Goethals in the Panama undertaking.

The "Number Three" Lock—it has not as yet been given its official title—will be open for traffic in the spring of 1915. Number Four will be turned over to commerce in the course of six or seven years. When both are completed, they will have represented an expenditure of ten million dollars, according to the latest estimates.

Commensurate with the rapid increase in Lake traffic, as indicated by the reports from the Soo, year by year, Northwestern grain and iron production has likewise kept, or, to be quite accurate, set, the pace. Our wonderful Northwest has developed in the past few years just as the West did in the early forties. Grain is produced in all of the Northwestern States, and finds an economical and expedient outlet through the Great Lakes to the Eastern States and abroad.



CONSTRUCTING THE LARGEST LOCK IN THE WORLD

The location of this lock is on the St. Mary's River at Sault Sainte Marie. It is called Lock Number Three by the United States Government

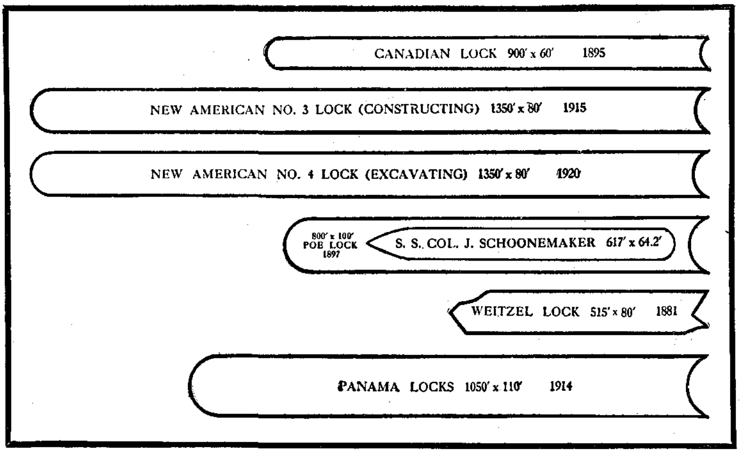
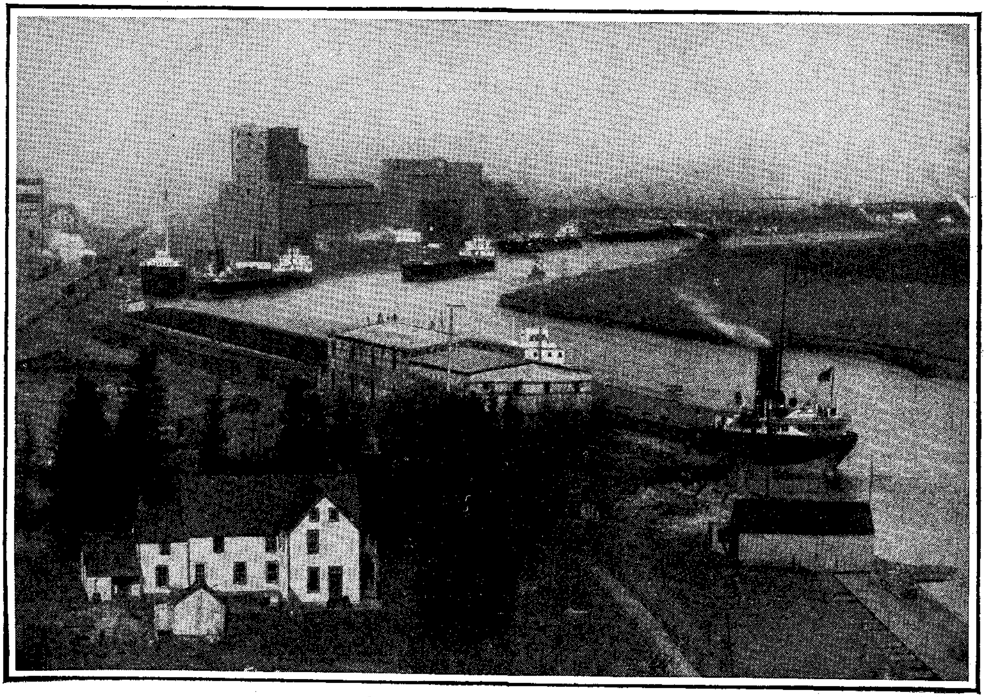

CANADIAN LOCK 900' x 60' 1895
NEW AMERICAN NO. 3 LOCK (CONSTRUCTING) 1350' x 80' 1915
NEW AMERICAN NO. 4 LOCK (EXCAVATING) 1350' x 80' 1920
800' x 100' POE LOCK 1897
S. S. COL. J. SCHOONEMAKER 617' x 64.2'
WEITZEL LOCK 515' x 80' 1881
PANAMA LOCKS 1050' x 110' 1914

DIAGRAM SHOWING THE RELATIVE LOCATION AND SIZE OF THE LOCKS AT THE "SOO," AND A COMPARISON WITH THOSE AT PANAMA

Last year 69,024,446 bushels of rye, oats, barley, and flax passed through the Soo, having a valuation of $53,828,697; while of wheat alone more than 174,000,000 bushels, having a valuation of $168,000,000, were carried.

From the Mesaba, Michigan, and other Lake Superior iron ranges nearly 50,000,000 tons of ore were shipped by boat in 1912. In the course of the past twenty years two pairs of twin cities, each enjoying conservative and apparently lasting booms, have arisen from rugged frontier villages, due to no other cause whatever than that they are logical outlet points for grain and ore, and inlet points for coal from the Eastern fields. These are Duluth, Minnesota, and, just across the St. Louis River, Superior, Wisconsin; also Fort William, Ontario, with which a close neighbor, Port Arthur, will ultimately be joined, according to the present trend of their growth.

It is not amiss to record, in passing, the enormous amount of iron taken from the Duluth ranges in one year. In 1912 38,000,000 tons were mined, valued at the docks in Duluth at $4 a ton. Comparing this with an output of $96,000,000 for all of the gold of the United States and Alaska, one gains an idea of the fabulous wealth of



FORT WILLIAM HARBOR

The town farthest west in Canada on the Great Lakes and the key to the grain situation of the Northwest this region. The statement that the earth and rock removed from the Minnesota ranges would excavate another Panama Canal every three years is by no means exaggerated, and suggests the vast extent of operations.

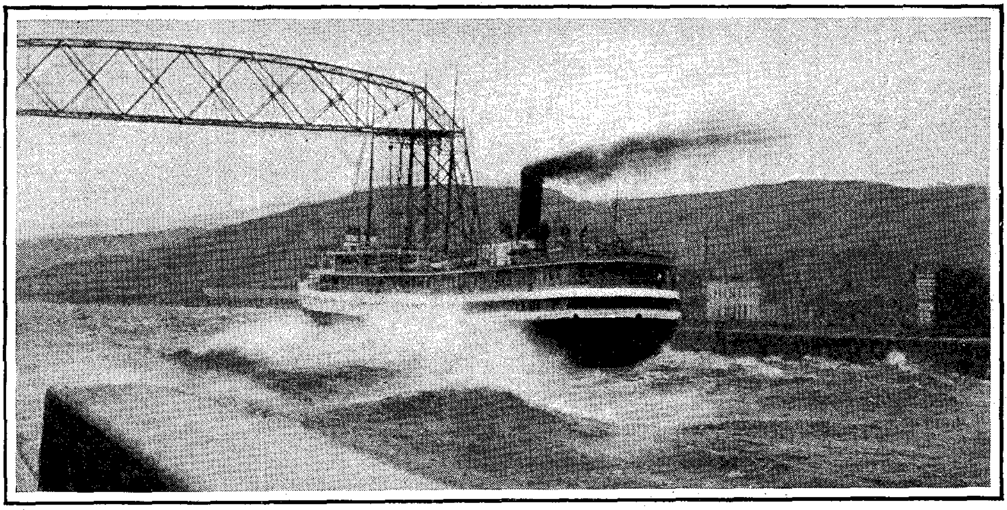
Considerable coal is shipped westward via the Great Lakes. Boats carrying ore and grain to Southern lake ports usually return with coal for a cargo. Where this procedure may be followed, the net operating expenses of a steamship are of course materially lowered. Running a freighter light for several days not only earns the owner nothing at all, but upkeep cost, overhead charges, interest on the investment, and insurance run into staggering expense. Fifteen million tons of anthracite and bituminous, valued at $50,000,000, came West by way of that inexpensive route last season.

The other major items from the 1912 "log" of the Soo include flour, manufactured and pig iron, refined copper and concentrates—the purest copper in the world is mined in the upper Michigan copper country—lumber, salt, silver ore, building stone, and general merchandise. The diagram on page 906 shows the remarkable increase in the amount of freight carried since the opening of the locks. It is of interest to note the striking growth in recent years.

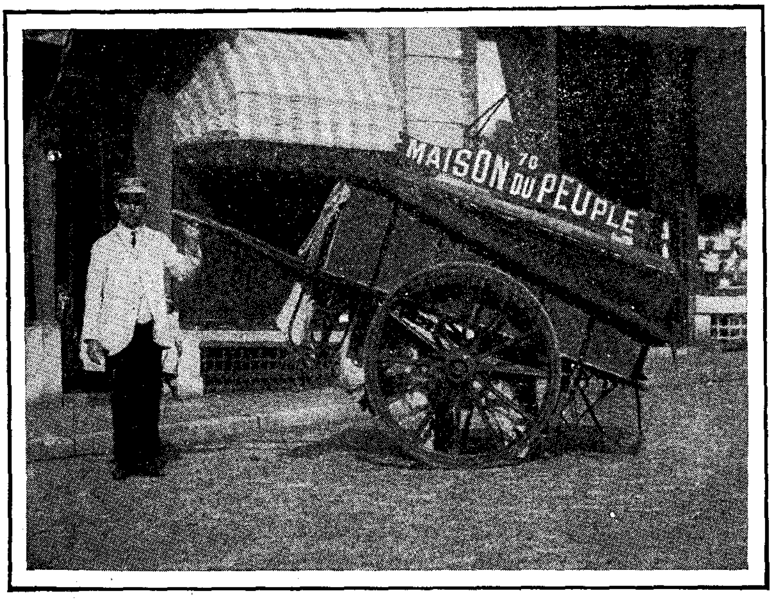
At present there are just two locks in active use on the American side, and one on the Canadian side, of the rapids. When the two new locks are opened, if the five thus made available are insufficient to cope with the increasing demand, the Canadian Government contemplates the construction of at least one more. Think of it! Six of the greatest locks in the world all operating in multiple! It would indeed be an inspiring spectacle, and one that we are just as apt to witness as not before the passage of very many years.

Of course it would be ridiculous to compare the locks at the Soo and at Panama as to the relative distances saved to commerce because of their respective locations. So, too, would it be folly to make the comparison on the grounds of engineering achievement. On the surface, it seems quite feasible to weigh one against the other on the scale of actual industrial utility, ton for ton and dollar for dollar. However, the vital importance of Panama in the issue of war, when the mobilization of our meager fleet may mean the very safety of the Nation, quite overpowers the tons and dollars of the counter-argument.

Moreover, the locks of the Saint Mary's, although wonderfully distinctive in themselves, are vastly greater in what they symbolize and mean. For they characterize the stupendous means by which Americans of to-day are tackling and overcoming the formidable extremes. They are the pulse by which we can feel and accurately gauge the expansion and production of one of the wealthiest sections of the United States, a section which has come to wield a dominant influence in our daily life. For it is the veriest truth that the vibrant, virile Northwest is the bread-basket of the Nation.



A LAKE STEAMER ENTERING DULUTH



VOORUIT SOCIETY'S CART. THIS CART IS DRAWN BY DOGS

A BAKER AND WHAT HE BAKED

BY ALBERT SONNICHSEN

ABOUT thirty-four years ago there was, in the city of Ghent, Belgium, a boy, the son of a poor shoemaker, who wanted to see the world. The longing finally became so strong that he left his native city and began wandering all over Europe, paying his way by working at odd jobs. He finally brought up in England, and for a while he worked on the London docks as a longshoreman.

Among all the wonders he saw in the foreign countries through which he passed nothing impressed him so much as the Rochdale co-operative societies, those English workingmen's clubs which owned and managed their own food stores to save their members the profits of the retailers. Even in those days millions of pounds were accumulated in the treasuries of these workingmen's organizations, only to be distributed at the end of each quarter as dividends or rebates on the purchases of the individual store members.

When the boy, Eduarde Anseele, returned to Ghent, some time afterwards, his mind was full of ideas suggested by the English co-operative stores. One evening he gave a talk before the weavers' union of Ghent, and after he had described the co-operative movement in England he presented a proposition to the weavers wherein he suggested that they should bake their bread in common. But instead of frittering away the profits of the enterprise in penny dividends on purchases, he suggested that the greater part should be devoted to a collective insurance fund from which members might be helped in time of illness, unemployment, and other troubles incidental to a workingman's life.

Anseele presented his scheme so convincingly that the weavers advanced him a loan of two thousand francs, and with this initial capital he hired an oven and began baking bread for one hundred and fifty families. In this way the "Vooruit" was founded, in 1880.

The scheme was simple enough. Like the Rochdale societies, after whose pattern it was organized, the Vooruit Society carried on its business from the money advanced by its members in the form of membership fees, or shares. Each member was entitled to one vote in the control of the society's business, a board of directors being elected by them to carry it on. The bread was sold at the usual market price, and at the end of the quarter the profits could be returned to the purchasing members, in proportion to their purchases, or otherwise disposed of, as the members themselves saw fit. But, unlike the Rochdale societies, the members of the Vooruit allowed the profits to accumulate and be used as a mutual benefit insurance fund.

From the very beginning the Vooruit prospered; at the end of the first year four hundred families had subscribed to the working capital and were getting their daily bread from their communal oven. The majority probably did not understand the theory behind this peculiar enterprise, and supported it only because they were made to understand by their leaders that they were helping the labor movement in some vague way. The benefits were not immediately apparent, for the prices were just the same as in other bakeries. With each loaf of bread came a ticket. The housewife collected these tickets because her man told her to do so. At a certain time, at the end of the quarter, she must bring these tickets to the office of the society, in back of the bakery. But then would come her first lesson in the value of co-operation; she would learn that these tickets had the value of money in buying more bread. A little leaflet entitled "Why Marie should be a Co-operator" tried to explain in simple language why she was entitled to these free loaves; that they were not given in charity. But Marie needed experience to be convinced.

Then would come a period of trouble; her man was out of work, and it was a question whether this new bakery would extend credit as the little bakery in the cellar around the corner had done before. Ready cash was no longer available, yet every morning the dog-cart from the Vooruit appeared as usual and left a loaf of bread at her doorstep. Then Marie's man found work again, and the problem of paying up the arrears was before her. To her lively surprise she found that there was no overhanging debt to worry her; the free loaves during the family's distress were only a benefit included in a regular membership to the society.

EDUARDE ANSEELE
The Founder of the Co-operative Societies in Belgium

Next came a period when one of the children was ill; a doctor appeared, cured the child, and would take no fee. There was not even a bill for medicines. "The Vooruit pays me," he explained, smiling.

"But where does the Vooruit get the money to pay for these things?" Marie would ask her man. Piet, having attended the regular meetings of the society, would be able to explain.

"We pay. When we buy our bread from a private baker, he makes a profit from us, which he puts into his own pocket. The Vooruit, being our own bakery, uses this profit for our benefit."

Naturally Marie would become an enthusiastic booster for the Vooruit among her neighbors. Other women would tell how they, too, had free bread for twelve days after their babies were born, with a big cake on the first day. One day, while the women were gossiping about these benefits, the priest would drop in, and, instead of showing pleasure at their good luck, he would frown, saying:

"You must persuade your man to withdraw from the Vooruit. They are dangerous people there: socialists, agitators, enemies of the Church. I forbid you to deal with them."

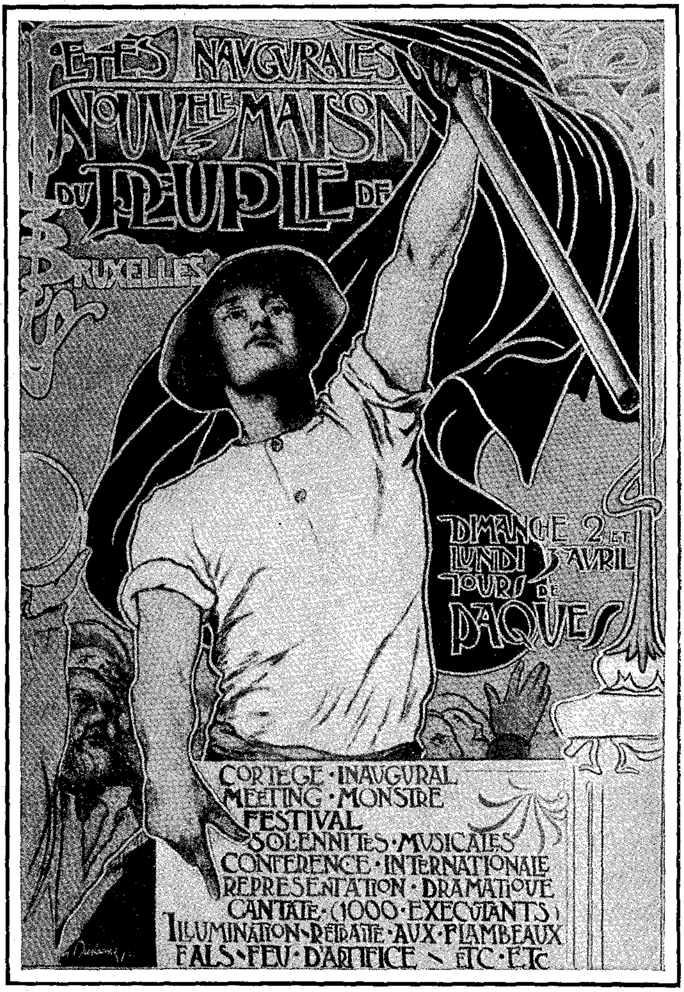
That was the first big obstacle that Anseele and his associates came up against—the Catholic clergy. Not that the Church was opposed to co-operative baking in itself, for soon the parish priests were organizing baking societies themselves under their own control, to oppose the Vooruit. But Anseele and the other leaders frankly stated that their purpose was to extend the co-operative principle until it covered all the necessities of life for everybody. They were Socialists. As Anseele expressed it, "We are bombarding the bourgeois citadel with loaves of bread." And, of course, as the Church in Belgium is irrevocably bound to the political principles of the Conservative party, it could not assume a neutral attitude toward Anseele and his radical programme.

Here was Marie's first difficulty; to decide between her loyalty to the Church and the material benefits of the Vooruit. It was not only a question of faith. Nearly all of Marie's pleasures and those of the children were bound up with the Church. The parish priests organized their festivals and entertainments; while the men could go to the cafés, the women and children found all the simple pleasures they could expect through the parish house.

"The priests have learned co-operation from us," said Anseele, when the Catholic baking societies began to appear; "now we must learn from them. Without the women our bakery can never prosper. We, too, must give them music."

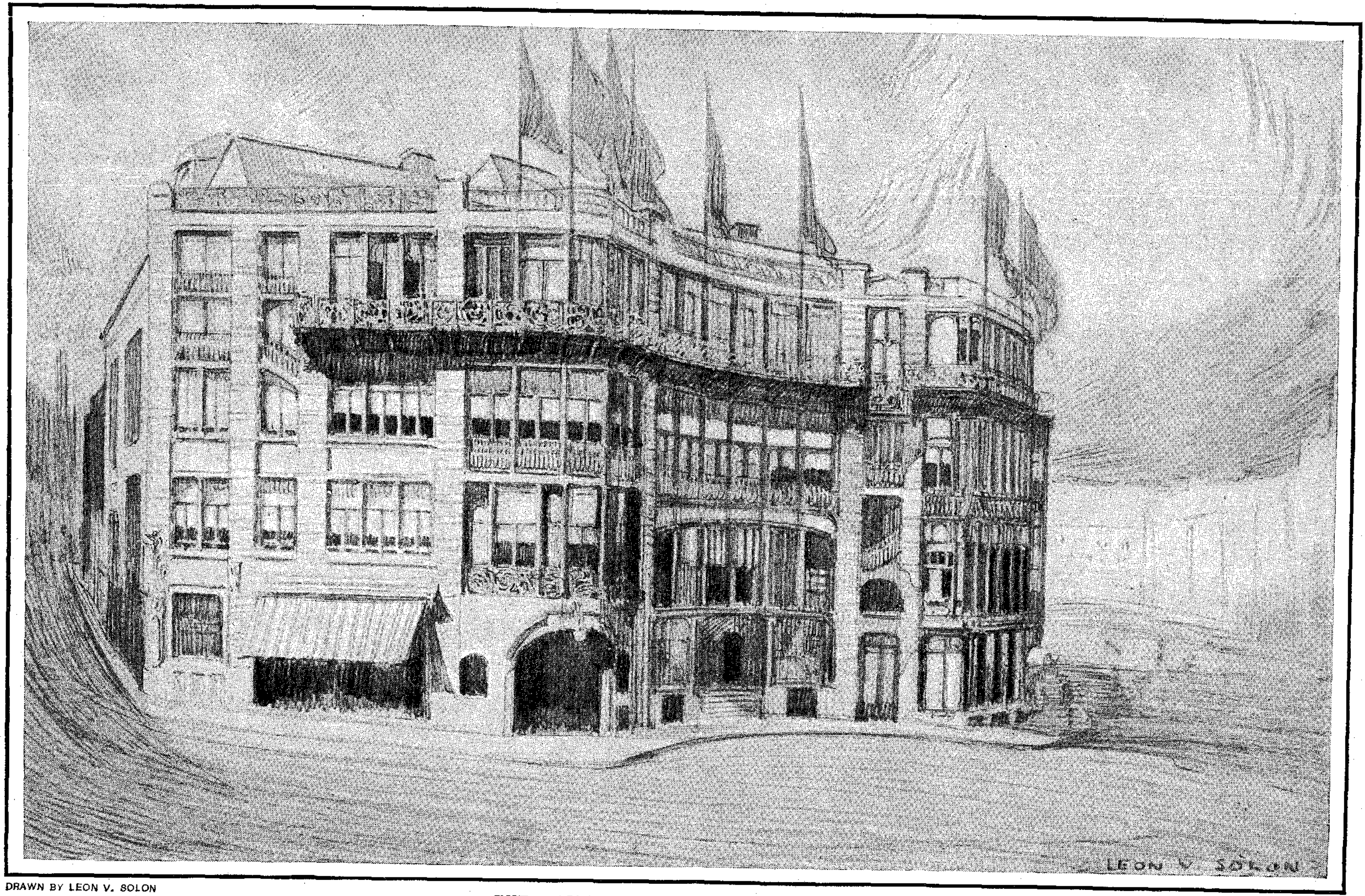
Shortly after, "Ons Huis" (Our House) was opened by the Vooruit—the first of those peculiar social centers famous in Belgium under the name "maison du peuple." Every tourist going through Belgium has seen the name.

But in those days Ons Huis attracted very little attention; it was a modest little clubhouse, rented from the profits of the bakery. Here the men could gather to read the


FÊTES INAUGURALES
NOUVELLE MAISON DU PEUPLE DE BRUXELLES
DIMANCHE 2 ET LUNDI 3 AVRIL JOURS DE PÂQUES
CORTEGE·INAUGURAL
MEETING·MONSTRE
FESTIVAL
SOLENNITES·MUSICALES
CONFERENCE·INTERNATIONALE
REPRESENTATION·DRAMATIQUE
CANTATE·(1000·EXECUTANTS)
ILLUMINATION·RETRAITE·AUX·FLAMBEAUX
BALS·FEU·D'ARTIFICE·ETC·ETC

DESIGN BY JULES VAN BIESBROECH

THE FESTIVAL PROGRAMME OF THE BELGIUM VOORUIT SOCIETY'S TWENTY-FIFTH ANNIVERSARY


LEON V SOLON

DRAWN BY LEON V. SOLON

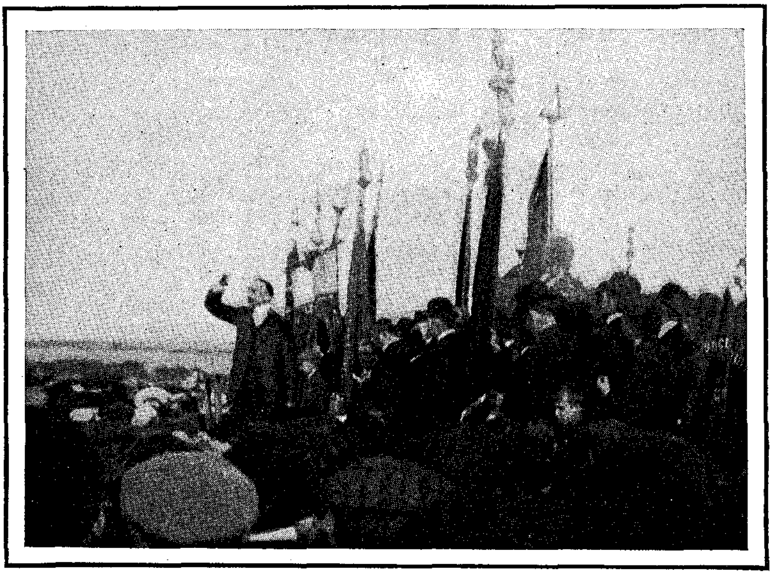
THE MAISON DU PEUPLE IN BRUSSELS

papers, play a game of dominoes, and hear a song from a comrade once in a while. A buffet dispensed coffee, soft drinks, and beer at a slight profit. Then the men were encouraged to bring their women and children, and music and dancing were introduced. The leaders brought their families first to start things off. Little by little other forms of recreation were added and the control was shared by the women.

In Ons Huis, for the first time, Marie found herself participating in the same pleasures with her husband. As nothing stronger than beer could be had, Piet spent much less than he had spent in the cafés; everything was cheaper, for there were no profits to be made for anybody. On the contrary, it was known that Ons Huis was run on a deficit and that the bakery made it good. The good philanthropist behind this first Belgian social center was the people themselves.

From then on the membership of the Vooruit expanded rapidly. All over Belgium similar societies were organized. In Jolimont "L'Progrès" made a similar appeal to the coal-miners, and there the gin-mills were an even more powerful enemy than the priests. But "L'Progrès" won out; it put the gin-mills out of business by establishing a co-operative brewery whose beer was so good and cheap that the miners all became co-operators; practically all the population now belongs to the local society. To-day there are 205 such societies, covering all the industrial centers of Belgium, all patterned after Anseele's Vooruit.

The commercial success of the co-operative enterprises in Belgium is their least remarkable feature; they have not had the time to develop such gigantic enterprises as in Great Britain and Germany, especially in the field of production. But to-day the Vooruit's bakeries employ nearly one hundred bakers, working under model conditions, turning out 110,000 loaves of bread a week. Besides the two big bakeries, the society owns and controls one big department store, twenty-one groceries, five clothing and six shoe stores, a coal depot, a chain of drug-stores, a large brewery, and one of the biggest printing establishments in Belgium, all netting a yearly profit of over a quarter of a million dollars. In Brussels and Jolimont the figures are even more impressive.



EDUARDE ANSEELE SPEAKING AT AN OPEN AIR MEETING

Ten years ago the Royal Club of Ghent, an organization corresponding somewhat to our Union League Club, found itself in financial difficulties. Its club-house, a palatial building with a park surrounding it, was put up for sale. At once the Vooruit presented itself as a buyer. But the residents of the district, prosperous merchants and officials, objected so strongly against having a workingmen's resort in the district that the trustees of the Club were forced to call off the negotiations with the Vooruit. Finally the building and its grounds were sold for a million francs to a gentleman who represented himself to be the agent of a wealthy foreigner who desired to take up his residence in Ghent.

The following Sunday the residents whose protests had defeated the Vooruit's intentions were awakened at an early hour by the sounds of a brass band and a volume of cheers. Looking out of their windows, they saw a black column of working people marching up their quiet streets and turning into the grounds surrounding the Royal Club house. A short time after they saw the Vooruit's flag floating over the roof. The foreign agent had really represented the Vooruit.

In this way the Vooruit acquired the present big Maison du Peuple in Ghent, of which the modest little Ons Huis is now only a branch. Some years ago a leading American magazine devoted a whole article to it, giving full-page illustrations of the mural decorations, which were executed by Jules van Biesbroeck, the famous Flemish painter and sculptor, whose studio occupies a part of the top floor. There he continues his work, subsidized by the members of the Vooruit to create a new art which shall typify the struggles of the labor movement. One of his marble groups, "Vers L'Emancipation," has gained him an international reputation and is reproduced as a frontispiece in many of the books and pamphlets published by the Federation of Belgian Workingmen's Co-operative Societies.

It would be difficult to compare this "house of the people" in Ghent with anything in this country. Our new social center movement is striving after something in this direction, but none of its promoters has yet suggested anything on the scale of the Vooruit's clubhouse. Here Marie and Piet and the children spend their evenings and Sundays, dancing, enjoying moving pictures, or gathered about a table in the café talking and listening to music. Or, if they feel more seriously inclined, they may climb the broad staircase, past van Biesbroeck's marble groups, and listen to lectures, debates, concert recitals, or read in the big library. Or they may go to the theater; they are sure to like the play, because at a previous performance they have participated in the election of the season's schedule and the actors. For all that, Maeterlinck's plays are presented more often than others; perhaps national pride may have a little to do with that. In summer-time they may promenade the garden walks, listening to the band, or they may sit by the tables under the trees, drinking coffee, lemonade, or beer. Every recreation that a normal human being may demand may be had here, for all is under the democratic control of the people themselves; they are owners as well as patrons, and if the Board of Seven which they have elected does not give them what they want, they can recall them from office whenever they desire.

Naturally, however democratic the system may be, some of the ideas have come down from above; Anseele and his associates make their influence felt. The educational features of many of the enterprises were not conceived by Marie and Piet; they never dreamed of dramatic or literary circles until they were presented to them. The children's traveling clubs were one of these features.

In the summer-time one of these clubs will start out on a walking tour. Its route is so mapped out that each evening will find the tramping members in some co-operative center. As they approach the town the local co-operators march out to meet them, and together they all walk into town behind the band of the local Maison du Peuple. After the evening's entertainment each tourist finds a night's lodgings with a local family. When the march is resumed in the morning, some of the local children will have joined. And so the tour continues across the frontier into France, Holland, or Germany, where co-operators are quite as numerous as in Belgium. Lately these tours have extended further, to Switzerland and England, the added cost being only in the train fares. Of course only the older children and the adults can participate in these walking tours, but the younger children get their trips too. Special bureaus in the various centers arrange for a systematic exchange of children between the families in the Flemish and the French provinces, the object being that the children of both parts of the country shall learn both languages of the nation by intimate association with each other. During the recent general strike these bureaus were kept busy sending thousands of children out of the country; to some hundreds of them the strike meant only a jolly vacation trip to Paris. It was this system that proved so suggestive to the Lawrence strikers last year; in Lawrence the Belgian immigrants have organized the Franco-Belge Co-operative Society.

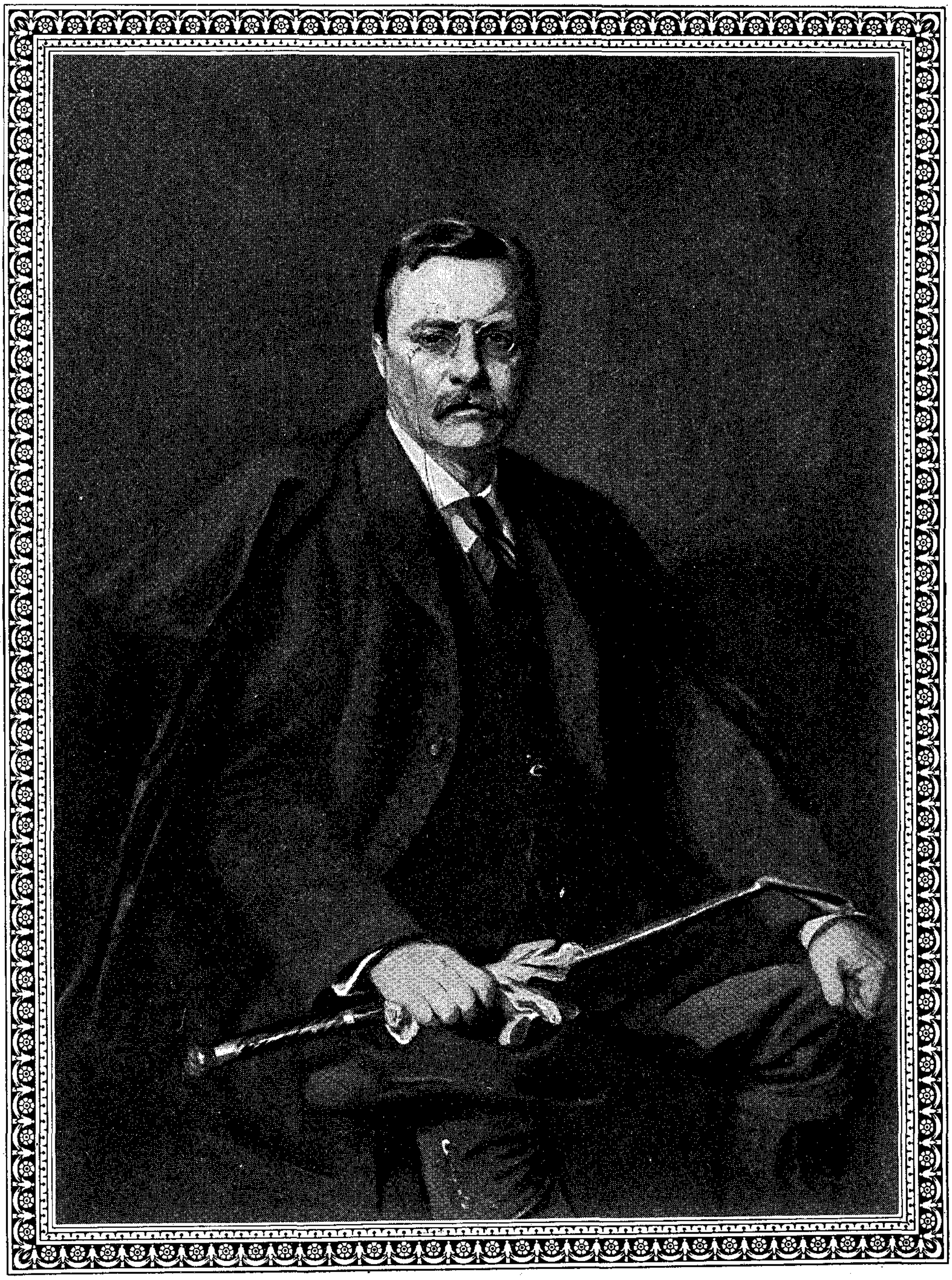
The same human element runs through all the activities of the societies; even emergencies are handled in the same spirit. Nothing better illustrates their methods than a story

THE MAISON DU PEUPLE IN GHENT
Formerly the Royal Club House

that is told of the Maison du Peuple in Brussels. The workingmen in a quarry not far from Brussels had gone out on strike for higher wages. Being all stanch Catholics, they were not affiliated with any general labor organization, so they neither asked nor received any outside help. As a consequence their resources were soon at an end, and finally their hungry families compelled them to call a general meeting for the purpose of discussing the proposition of going back to work. While they were talking four big trucks drove into the village and drew up before strike headquarters; each was heavily loaded with foodstuffs and above each fluttered the flag of the Maison du Peuple. The meeting adjourned, the strikers cheering and all trying at once to embrace the four truck-drivers. The strike was won. Naturally every one of those quarrymen became a stanch co-operator.

To-day Marie no longer needs to read that little pamphlet addressed to her, explaining why she should join the co-operative; every emotion she is capable of tells her why. Perhaps twenty years have passed since she and Piet first began spending their evenings together in Ons Huis. Perhaps Piet is pretty old now, and doesn't earn as much as he once did; but the pension from the Vooruit, to which he is entitled because of his many years of steady purchasing, helps out vastly, increasing a little each year. The benefits have expanded wonderfully. Formerly Marie was much confined to the house by the younger children. Now, if she wishes to go out, she passes by the day nursery in Ons Huis and leaves the babies there, all day, if need be. Once the neighbors did that; the Vooruit has become the Big Neighbor, not only willing but capable of performing much bigger services, so big that much of the precariousness of a working-class family has disappeared from its life. When little Marie was married, the Vooruit sent in a big, magnificent wedding-cake, fresh from its bakeries. And when the first baby was born, the Vooruit's trained nurse spent a full week in the house, watching night and day, and kept coming in almost daily for months afterwards, showing young Marie what she was to do. Nor is it a rich, charitable neighbor, for Marie knows that without her and Piet the Vooruit could not exist. They need each other.

And therein lies the depth and solidarity of the labor movement in Belgium. Anseele and his associates have realized that a really powerful and vital organization of human beings must be knit together by the heart-strings of its individuals.



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PRESIDENT THEODORE ROOSEVELT IN RIDING COSTUME

From a painting by P. Laszlo

THE PEACE OF RIGHTEOUSNESS

BY THEODORE ROOSEVELT

THE TWELFTH INSTALLMENT OF

"CHAPTERS OF A POSSIBLE AUTOBIOGRAPHY"[1]

THERE can be no nobler cause for which to work than the peace of righteousness; and high honor is due those serene and lofty souls who with wisdom and courage, with high idealism tempered by sane facing of the actual facts of life, have striven to bring nearer the day when armed strife between nation and nation, between class and class, between man and man, shall end throughout the world. Because all this is true, it is also true that there are no men more ignoble or more foolish, no men whose actions are fraught with greater possibility of mischief to their country and to mankind, than those who exalt unrighteous peace as better than righteous war. The men who have stood highest in our history, as in the history of all countries, are those who scorned injustice, who were incapable of oppressing the weak, or of permitting their country, with their consent, to oppress the weak, but who did not hesitate to draw the sword when to leave it undrawn meant inability to arrest triumphant wrong.

All this is so obvious that it ought not to be necessary to repeat it. Yet every man in active affairs, who also reads about the past, grows by bitter experience to realize that there are plenty of men, not only among those who mean ill, but among those who mean well, who are ready enough to praise what was done in the past, and yet are incapable of profiting by it when faced by the needs of the present. During our generation this seems to have been peculiarly the case among the men who have become obsessed with the idea of obtaining universal peace by some cheap patent panacea.

There has been a real and substantial growth in the feeling for international responsibility and justice among the great civilized nations during the past threescore or fourscore years. There has been a real growth of recognition of the fact that moral turpitude is involved in the wronging of one nation by another, and that in most cases war is an evil method of settling international difficulties. But as yet there has been only a rudimentary beginning of the development of international tribunals of justice, and there has been no development at all of any international police power. Now, as I have already said, the whole fabric of municipal law, of law within each nation, rests ultimately upon the judge and the policeman; and the complete absence of the policeman, and the almost complete absence of the judge, in international affairs, prevents there being as yet any real homology between municipal and international law.

Moreover, the questions which sometimes involve nations in war are far more difficult and complex than any questions that affect merely individuals. Almost every great nation has inherited certain questions, either with other nations or with sections of its own people, which it is quite impossible, in the present state of civilization, to decide as matters between private individuals can be decided. During the last century at least half of the wars that have been fought have been civil and not foreign wars. There are big and powerful nations which habitually commit, either upon other nations or upon sections of their own people, wrongs so outrageous as to justify even the most peaceful persons in going to war. There are also weak nations so utterly incompetent either to protect the rights of foreigners against their own citizens, or to protect their own citizens against foreigners, that it becomes a matter of sheer duty for some outside power to interfere in connection with them. As yet in neither case is there any efficient method of getting international action; and if joint action by several powers is secured, the result is usually considerably worse than if only one power interfered. The worst infamies of modern times—such affairs as the massacres of the Armenians by the Turks, for instance—have been perpetrated in a time of nominally profound international peace, when there has been a concert of big powers to prevent the breaking of this peace, although only by breaking it could the outrages be stopped. Be it remembered that the peoples who suffered by these hideous massacres, who saw their women violated and their children tortured, were actually enjoying all the benefits of "disarmament." Otherwise they would not have been massacred; for if the Jews in Russia and the Armenians in Turkey had been armed, and had been efficient in the use of their arms, no mob would have meddled with them.

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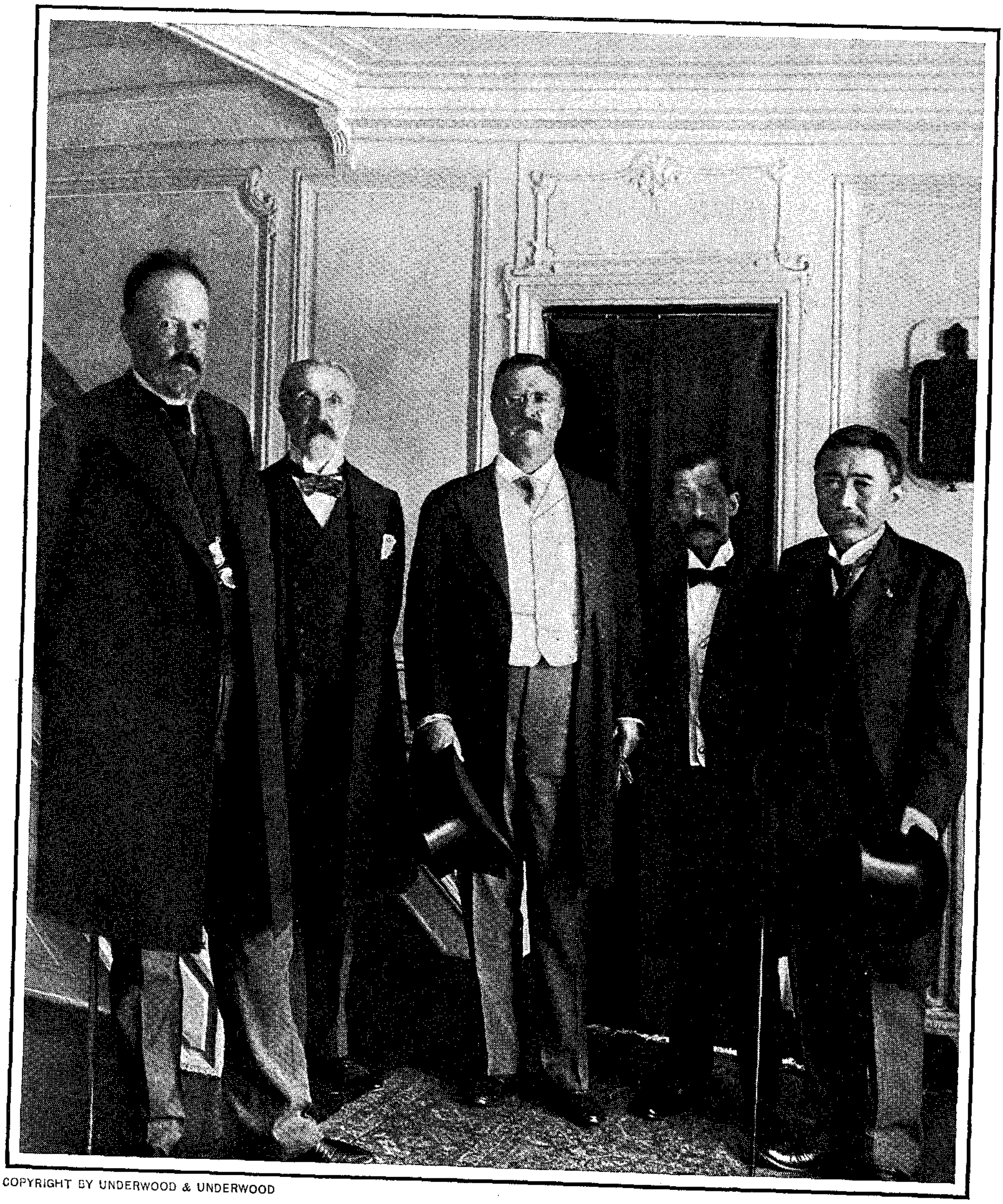
Yet amiable but fatuous persons, with all these facts before their eyes, pass resolutions demanding universal arbitration for everything, and the disarmament of the free civilized powers and their abandonment of their armed forces; or else they write well-meaning, solemn little books, or pamphlets or editorials, and articles in magazines or newspapers, to show that it is an "illusion" to believe that war ever pays, because it is expensive. This is precisely like arguing that we should disband the police and devote our sole attention to persuading criminals that it is "an illusion" to suppose that burglary, highway robbery, and white slavery are profitable. It is almost useless to attempt to argue with these well-intentioned persons, because they are suffering under an obsession and are not open to reason. They go wrong at the outset, for they lay all the emphasis on peace and none at all on righteousness. They are not all of them physically timid men; but they are usually men of soft life; and they rarely possess a high sense of honor or a keen patriotism. They rarely try to prevent their fellow-countrymen from insulting or wronging the people of other nations; but they always ardently advocate that we, in our turn, shall tamely submit to wrong and insult from other nations. As Americans their folly is peculiarly scandalous, because if the principles they now uphold are right, it means that it would have been better that Americans should never have achieved their independence, and better that, in 1861, they should have peacefully submitted to seeing their country split into half a dozen jangling confederacies and slavery made perpetual. If unwilling to learn from their own history, let those who think that it is an "illusion" to believe that a war ever benefits a nation look at the difference between China and Japan. China has neither a fleet nor an efficient army. It is a huge civilized empire, one of the most populous on the globe; and it has been the helpless prey of outsiders because it does not possess the power to fight. Japan stands on a footing of equality with European and American nations because it does possess this power. China now sees Japan, Russia, Germany, England, and France in possession of fragments of her empire, and has twice within the lifetime of the present generation seen her capital in the hands of allied invaders, because she in very fact realizes the ideals of the persons who wish the United States to disarm, and then trust that our helplessness will secure us a contemptuous immunity from attack by outside nations.

The chief trouble comes from the entire inability of these worthy people to understand that they are demanding things that are mutually incompatible when they demand peace at any price, and also justice and righteousness. I remember one representative of their number, who used to write little sonnets on behalf of the Mahdi and the Sudanese, these sonnets setting forth the need that the Sudan should be both independent and peaceful. As a matter of fact, the Sudan valued independence only because it desired to war against all Christians and to carry on an unlimited slave trade. It was "independent" under the Mahdi for a dozen years, and during those dozen years the bigotry, tyranny, and cruel religious intolerance were such as flourished in the seventh century, and in spite of systematic slave raids the population decreased by nearly two-thirds, and practically all the children died. Peace came, well-being came, freedom from rape and murder and torture and highway robbery and every brutal gratification of lust and greed came, only when the Sudan lost its independence and passed under English rule. Yet this well-meaning little sonneteer sincerely felt that his verses were issued in the cause of humanity. Looking back from the vantage-point of a score of years, probably every one will agree that he was an absurd person. But he was not one whit more absurd than most of the more prominent persons who advocate disarmament by the United States, the cessation of upbuilding the navy, and the promise to agree to arbitrate all matters, including



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Theodore Roosevelt

Serge Witte Rosen Jutaro Komura

K. Takahira

THE PEACE COMMISSION ON BOARD THE PRESIDENT'S YACHT MAYFLOWER OFF OYSTER BAY, LONG ISLAND, AUGUST 5, 1905

From left to right, Count Serge Witte, Baron Rosen, President Roosevelt, Baron Komura, and Minister Takahira

THE CZAR OF RUSSIA

THE LATE MIKADO OF JAPAN

those affecting our National interests and honor, with all foreign nations.

These persons would do no harm if they affected only themselves. Many of them are, in the ordinary relations of life, good citizens. They are exactly like the other good citizens who believe that enforced universal vegetarianism or anti-vaccination is the panacea for all ills. But in their particular case they are able to do harm because they affect our relations with foreign powers, so that other men pay the debt which they themselves have really incurred. It is the foolish, peace-at-any-price persons who try to persuade our people to make unwise and improper treaties, or to stop building up the navy. But if trouble comes and the treaties are repudiated, or there is a demand for armed intervention, it is not these people who will pay anything; they will stay at home in safety, and leave brave men to pay in blood, and honest men to pay in shame, for their folly.

The trouble is that our policy is apt to go in zigzags, because different sections of our people exercise at different times unequal pressure on our Government. One class of our citizens clamor for treaties impossible of fulfillment and improper to fulfill; another class have no objection to the passage of these treaties so long as there is no concrete case to which they apply, but instantly oppose a veto on their application when any concrete case does actually arise. One of our cardinal doctrines is freedom of speech, which means freedom of speech about foreigners as well as about ourselves; and, inasmuch as we exercise this right with complete absence of restraint, we cannot expect other nations to hold us harmless unless in the last resort we are able to make our words good by our deeds. One class of our citizens indulge in gushing promises to do everything for foreigners, another class offensively and improperly revile them; and it is hard to say which class more thoroughly misrepresents the sober, self-respecting judgment of the American people as a whole. The only safe rule is to promise little, and faithfully to keep every promise; to "speak softly and carry a big stick."

A prime need for our Nation, as of course for every other nation, is to make up its mind definitely what it wishes, and not to try to pursue paths of conduct incompatible one with the other. If this Nation is content to be the China of the New World, then and then only can it afford to do away with the navy and the army. If it is content to abandon Hawaii and the Panama Canal, to cease to talk of the Monroe Doctrine, and to admit the right of any European or Asiatic power to dictate what immigrants shall be sent to and received in America, and whether or not they shall be allowed to become citizens and hold land—why, of course, if America is content to have nothing to say on any of these matters and to keep silent in the presence of armed outsiders, then it can abandon its navy and agree to arbitrate all questions of all kinds with every foreign power. In such event it can afford to pass its spare time in one continuous round of universal peace celebrations, and of smug self-satisfaction in having earned the derision of all the virile peoples of mankind. Those who advocate such a policy do not occupy a lofty position. But at least their position is understandable.

It is entirely inexcusable, however, to try to combine the unready hand with the unbridled tongue. It is folly to permit freedom of speech about foreigners as well as ourselves — and the peace-at-any-price persons are much too feeble a folk to try to interfere with freedom of speech—and yet to try to shirk the consequences of freedom of speech. It is folly to try to abolish our navy, and at the same time to insist that we have a right to enforce the Monroe Doctrine, that we have a right to control the Panama Canal which we ourselves dug, that we have a right to retain Hawaii and prevent foreign nations from taking Cuba, and a right to determine what immigrants, Asiatic or European, shall come to our shores, and the terms on which they shall be naturalized and shall hold land and exercise other privileges. We are a rich people, and an unmilitary people. In international affairs we are a short-sighted people. But I know my countrymen. Down at bottom their temper is such that they will not permanently tolerate injustice done to them. In the long run they will no more permit affronts to their National honor than injuries to their National interest. Such being the case, they will do well to remember that the surest of all ways to invite disaster is to be opulent, aggressive, and unarmed.

THE EMPEROR OF GERMANY

Throughout the seven and a half years that I was President I pursued without faltering one consistent foreign policy, a policy of genuine international good will and of consideration for the rights of others, and at the same time of steady preparedness. The weakest nations knew that they, no less than the strongest, were safe from insult and injury at our hands; and the strong and the weak alike also knew that we possessed both the will and the ability to guard ourselves from wrong or insult at the hands of any one.

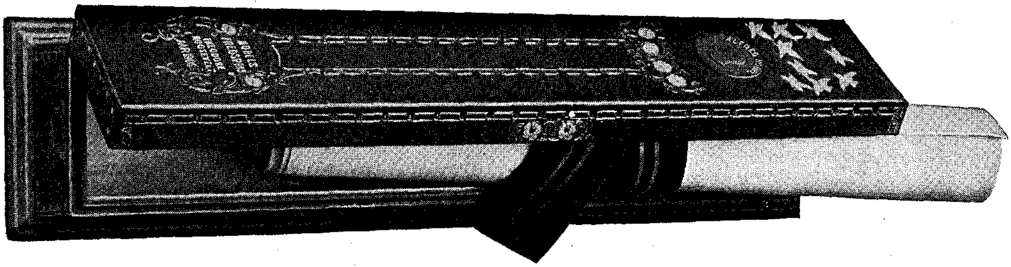
It was under my administration that the Hague Court was prevented from becoming an empty farce. It had been established by joint international agreement, but no power had been willing to resort to it. Those establishing it had grown to realize that it was in danger of becoming a mere paper court, so that it would never really come into being at all. M. d'Estournelles de Constant had been especially alive to this danger. By correspondence and in personal interviews he impressed upon me the need not only of making advances by actually applying arbitration—not merely promising by treaty to apply it—to questions that were up for settlement, but of using the Hague Tribunal for this purpose. I cordially sympathized with these views. On the recommendation of John Hay, I succeeded in getting an agreement with Mexico to lay a matter in dispute between the two republics before the Hague Court. This was the first case ever brought before the Hague Court. It was followed by numerous others; and it definitely established that Court as the great international peace tribunal. By mutual agreement with Great

Britain, through the decision of a joint commission, of which the American members were Senators Lodge and Turner and Secretary Root, we were able peacefully to settle the Alaska boundary question, the only question remaining between ourselves and the British Empire which it was not possible to settle by friendly arbitration; this therefore represented the removal of the last obstacle to absolute agreement between the two peoples. We were of substantial service in bringing to a satisfactory conclusion the negotiations at Algeciras concerning Morocco. We concluded with Great Britain, and with most of the other great nations, arbitration treaties specifically agreeing to arbitrate all matters, and especially the interpretation of treaties, save only as regards questions affecting territorial integrity, national honor, and vital national interest. We made with Great Britain a treaty guaranteeing the free use of the Panama Canal on equal terms to the ships of all nations, while reserving to ourselves the right to police and fortify the Canal, and therefore to control it in time of war. Under this treaty we are in honor bound to arbitrate the question of canal tolls for coastwise traffic between the western and eastern coasts of the United States. I believe that the American position as regards this matter is right; but I also believe that under the arbitration treaty we are in honor bound to submit the matter to arbitration in view of Great Britain's contention—although I hold it to be an unwise contention—that our position is unsound. I emphatically disbelieve in making universal arbitration treaties which neither the makers nor any one else would for a moment dream of keeping. I no less emphatically insist that it is our duty to keep the limited and sensible arbitration treaties which we have already made. The importance of a promise lies not in making it, but in keeping it; and the poorest of all positions for a nation to occupy in such a matter is readiness to make impossible promises at the same time that there is failure to keep promises which have been made, which can be kept, and which it is discreditable to break.

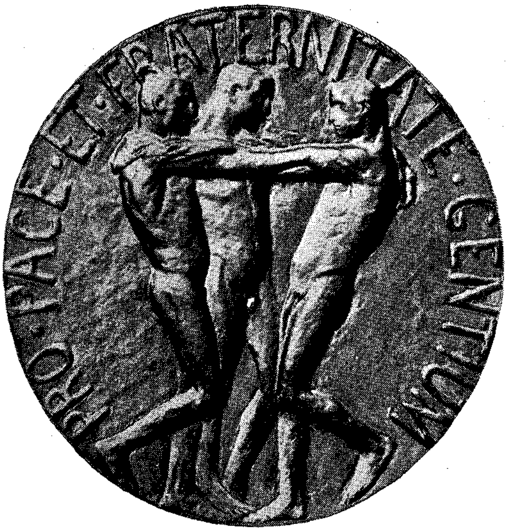
During the early part of the year 1905 the strain on the civilized world caused by the Russo-Japanese War became serious. The losses of life and of treasure were frightful. From all the sources of information at hand I grew most strongly to believe that a further continuation of the struggle would be a very bad thing for Japan, and an even worse thing for Russia. Japan was already suffering terribly from the drain upon her men, and especially upon her resources, and had nothing further to gain from continuance of the struggle; its continuance meant to her more loss than gain, even if she were victorious. Russia, in spite of her gigantic strength, was, in my judgment, apt to lose even more than she had already lost if the struggle continued. I deemed it probable that she would no more be able successfully to defend eastern Siberia and northern Manchuria than she had been able to defend southern Manchuria and Korea. If the war went on, I thought it, on the whole, likely that Russia would be driven west of Lake Baikal. But it was very far from certain. There is no certainty in such a war. Japan might have met defeat, and defeat to her would have spelt overwhelming disaster; and even if she had continued to win, what she thus won would have been of no value to her, and the cost in blood and money would have left her drained white. I believed, therefore, that the time had come when it was greatly to the interest of both combatants to have peace, and when, therefore, it was possible to get both to agree to peace.

I first satisfied myself that each side wished me to act, but that, naturally and properly, each side was exceedingly anxious that the other should not believe that the action was taken on its initiative. I then sent an identical note to the two powers proposing that they should meet, through their representatives, to see if peace could not be made directly between them, and offered to act as an intermediary in bringing about such a meeting, but not for any other purpose. Each assented to my proposal in principle. There was difficulty in getting them to agree on a common meeting-place; but each finally abandoned its original contention in the matter, and the representatives of the two nations finally met at Portsmouth, in New Hampshire. I previously received the two delegations at Oyster Bay on the United States steamship Mayflower, which, together with another naval vessel, I put at their disposal, on behalf of the United States Government, to take them from Oyster Bay to Portsmouth.

As is customary—but both unwise and undesirable—in such cases, each side advanced claims which the other could not grant. The chief difficulty came because of Japan's de-



NOBEL PRIZE DIPLOMA IN CASE



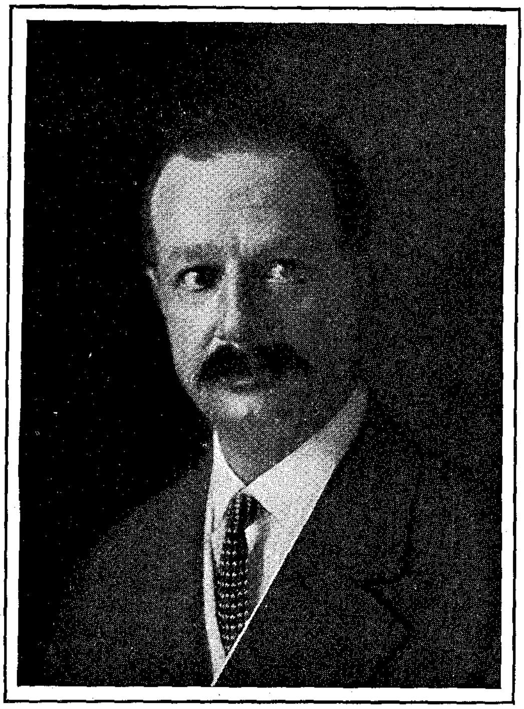
MODEL BY G. VIGELAND

THE NOBEL PEACE PRIZE MEDALLION

This is a direct reproduction of the reverse of the medallion, which measures 2 9-16 inches in diameter. On the edge appear the words Parlamentum Norvegiae, Theodore Roosevelt, M C M V I

mand for a money indemnity. I felt that it would be better for Russia to pay some indemnity than to go on with the war, for there was little chance, in my judgment, of the war turning out favorably for Russia, and the revolutionary movement already under way bade fair to overthrow the negotiations entirely. I advised the Russian Government to this effect, at the same time urging them to abandon their pretensions on certain other points, notably concerning the southern half of Saghalien, which the Japanese had taken. I also, however, and equally strongly, advised the Japanese that, in my judgment, it would be the gravest mistake on their part to insist on continuing the war for the sake of a money indemnity; for Russia was absolutely firm in refusing to give them an indemnity, and the longer the war continued the less able she would be to pay. I pointed out that there was no possible analogy between their case and that of Germany in the war with France, which they were fond of quoting. The Germans held Paris and half of France, and gave up much territory in lieu of the indemnity, whereas the Japanese were still many thousand miles from Moscow, and had no territory whatever which they wished to give up. I also pointed out that, in my judgment, whereas the Japanese had enjoyed the sympathy of most of the civilized powers at the outset of and during the continuance of the war, they would forfeit it if they turned the war into one merely for getting money—and, moreover, they would almost certainly fail to get the money, and would simply find themselves at the end of a year, even if things prospered with them, in possession of territory they did not want, having spent enormous additional sums of money and lost enormous additional numbers of men, and yet without a penny of remuneration. The treaty of peace was finally signed.

As is inevitable under such circumstances, each side felt that it ought to have got better terms; and when the danger was well past, each side felt that it had been overreached by the other, and that if the war had gone on it would have got more than it actually did get. The Japanese Government had been wise throughout, except in the matter of announcing that it would insist on a money indemnity. Neither in national nor in private affairs is it ordinarily advisable to make a bluff which cannot be put through—personally, I never believe in doing it under any circumstances. The Japanese people had been misled by this bluff of their Government; and the unwisdom of the Government's action in the matter was shown by the great resentment the treaty aroused in Japan, although it was so beneficial to Japan. There were various mob outbreaks, especially in the Japanese cities; the police were roughly handled, and several Christian churches were burned, as reported to me by the American Minister. In both Russia and Japan I believe that the net result as regards myself was a feeling of injury, and of dislike of me, among the people at large. I had expected this; I regarded it as entirely natural; and I did not resent it in the least. The Governments of both nations behaved toward me not only with correct and entire propriety, but with much courtesy and the fullest acknowledgment of the good effect of what I had done; and in Japan, at least, I believe that the leading men sincerely felt that I had been their friend. I had certainly tried my best to be the friend not only of the Japanese people but of the Russian people, and I believe that what I did was for the best interests of both and of the world at large.



GEORGE VON LENGERKE MEYER
Ambassador Extraordinary and Plenipotentiary to Russia

During the course of the negotiations I tried to enlist the aid of the Governments of one nation which was friendly to Russia, and of another nation which was friendly to Japan, in helping bring about peace. I got no aid from either. I did, however, receive aid from the Emperor of Germany. His Ambassador at St. Petersburg was the one Ambassador who helped the American Ambassador, Mr. Meyer, at delicate and doubtful points of the negotiations. Mr. Meyer, who was, with the exception of Mr. White, the most useful diplomat in the American service, rendered literally invaluable aid by insisting upon himself seeing the Czar at critical periods of the transaction, when it was no longer possible for me to act successfully through the representatives of the Czar, who were often at cross-purposes with one another.

As a result of the Portsmouth peace, I was given the Nobel Peace Prize. This consisted of a medal, which I kept, and a sum of $40,000, which I turned over as a foundation of industrial peace to a board of trustees which included Oscar Straus, Seth Low, and John Mitchell. In the present state of the world's development industrial peace is even more essential than international peace; and it was fitting and appropriate to devote the peace prize to such a purpose. In 1910, while in Europe, one of my most pleasant experiences was my visit to Norway, where I addressed the Nobel Committee, and set forth in full the principles upon which I had acted, not only in this particular case but throughout my Administration.

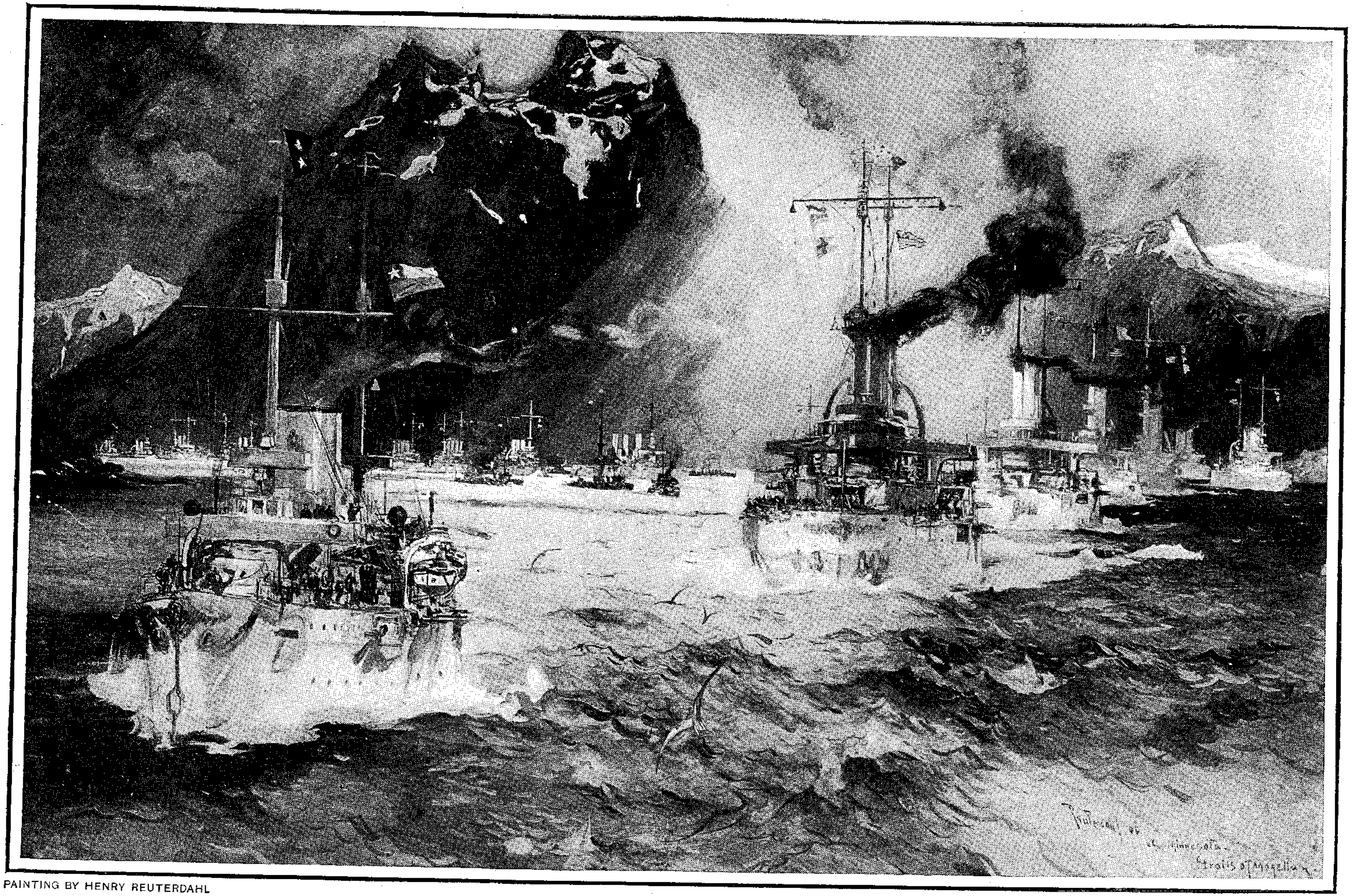
I received another gift which I deeply appreciated, an original copy of Sully's "Mémoires" of "Henry le Grand," sent me with the following inscription (I translate it roughly):

"Paris, January, 1906.

"The undersigned members of the French Parliamentary Group of International Arbitration and Conciliation have decided to tender President Roosevelt a token of their high esteem and their sympathetic recognition of the persistent and decisive initiative he has taken towards gradually substituting friendly and judicial for violent methods in case of conflict between nations.

"They believe that the action of President Roosevelt, which has realized the most generous hopes to be found in history, should be classed as a continuance of similar illustrious attempts of former times, notably the project for international concord known under the name of the 'Great Design of Henry IV' in the memoirs of his Prime Minister, the Duke de Sully. In consequence they have sought out a copy of the first edition of these memoirs, and they take pleasure in offering it to him, with the request that he will keep it among his family papers."

The signatures include those of Émile Loubet, A. Carnot, d'Estournelles de Constant, Aristide Briand, Sully Prudhomme, Jean Jaurés, A. Fallières, R. Poincaré, and two or three hundred others.


Reuterdahl '08
U.S.S. Minnesota
Straits of Magellan

PAINTING BY HENRY REUTERDAHL

THE FLEET IN THE STRAITS OF MAGELLAN

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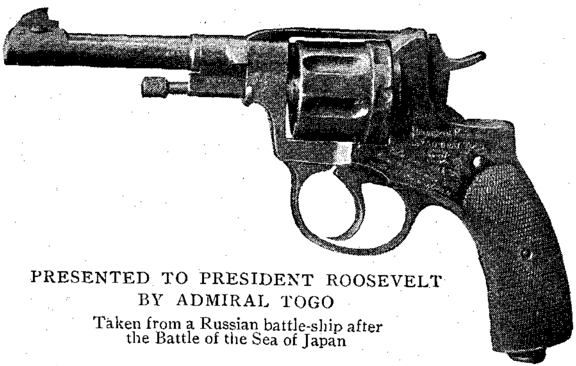


PRESENTED TO PRESIDENT ROOSEVELT BY ADMIRAL TOGO
Taken from a Russian battle-ship after the Battle of the Sea of Japan

Of course what I had done in connection with the Portsmouth peace was misunderstood by some good and sincere people. Just as, after the settlement of the coal strike, there were persons who thereupon thought that it was in my power, and was my duty, to settle all other strikes, so after the peace of Portsmouth there were other persons—not only Americans, by the way—who thought it my duty forthwith to make myself a kind of international Meddlesome Mattie and interfere for peace and justice promiscuously over the world. Others, with a delightful *non sequitur*, jumped to the conclusion that, inasmuch as I had helped to bring about a beneficent and necessary peace, I must of necessity have changed my mind about war being ever necessary. A couple of days after peace was concluded I wrote to a friend: "Don't you be misled by the fact that just at the moment men are speaking well of me. They will speak ill soon enough. As Loeb remarked to me to-day, some time soon I shall have to spank some little international brigand, and then all the well-meaning idiots will turn and shriek that this is inconsistent with what I did at the Peace Conference, whereas in reality it will be exactly in line with it."

To one of my political opponents, Mr. Schurz, who wrote me congratulating me upon the outcome at Portsmouth, and suggesting that the time was opportune for a move towards disarmament, I answered in a letter setting forth views which I thought sound then and think sound now. The letter ran as follows:

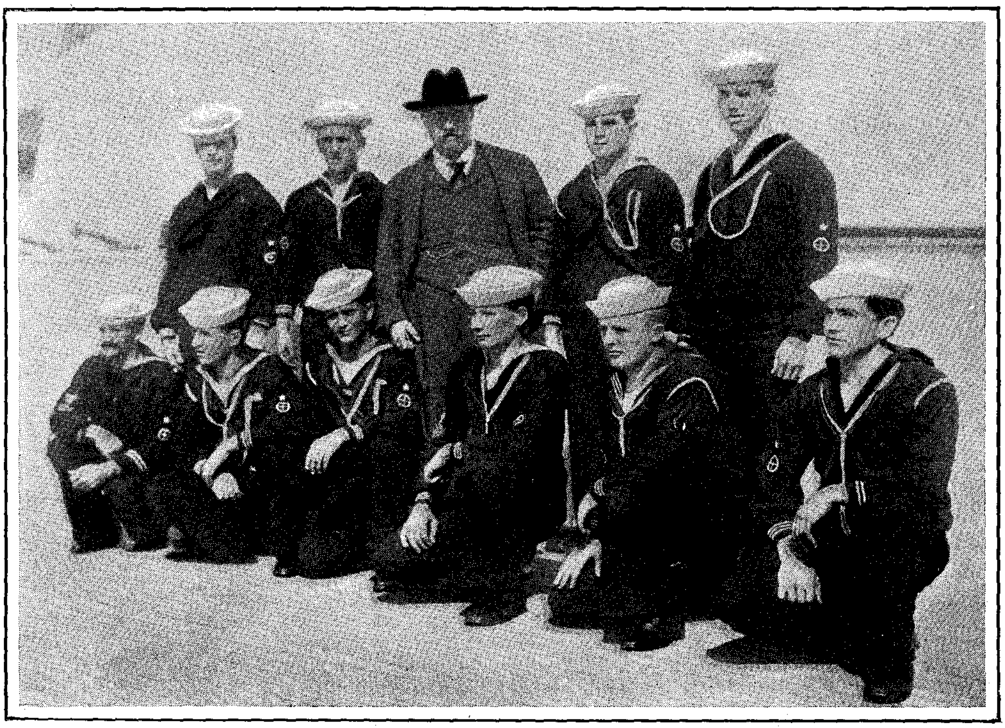
"Oyster Bay, New York, September 8, 1905.

"*My dear Mr. Schurz:*

"I thank you for your congratulations. As to what you say about disarmament—which I suppose is the rough equivalent of 'the gradual diminution of the oppressive burdens imposed upon the world by armed peace'—I am not clear either as to what can be done or what ought to be done. If I had been known as one of the conventional type of peace advocates I could have done nothing whatever in bringing about peace now, I would be powerless in the future to accomplish anything, and I would not have been able to help confer the boons upon Cuba, the Philippines, Porto Rico, and Panama, brought about by our action therein. If the Japanese had not armed during the last twenty years, this would indeed be a sorrowful century for Japan. If this country had not fought the Spanish War; if we had failed to take the action we did about Panama; all mankind would have been the loser. While the Turks were butchering the Armenians the European powers kept the peace and thereby added a burden of infamy to the nineteenth century, for in keeping that peace a greater number of lives were lost than in any European war since the days of Napoleon, and these lives were those of women and children as well as of men; while the moral degradation, the brutality inflicted and endured, the aggregate of hideous wrong done, surpassed that of any war of which we have record in modern times. Until people get it firmly fixed in their minds that peace is valuable chiefly as a means to righteousness, and that it can only be considered as an end when it also coincides with righteousness, we can do only a limited amount to advance its coming on this earth. There is, of course, no analogy at present between international law and private or municipal law, because there is no sanction of force for the former, while there is for the latter. Inside our own Nation the law-abiding man does not have to arm himself against the lawless simply because there is some armed force—the police, the sheriff's posse, the National Guard, the regulars—which can be called out to enforce the laws. At present there is no similar international force to call on, and I do not as yet see how it could at present be created. Hitherto peace has often come only because some strong and on the whole just power has by armed force, or the threat of armed force, put a stop to disorder. In a very interesting French book the other day I was reading how the Mediterranean was freed from pirates only by the 'pax Britannica,' established by England's naval force. The hopeless and hideous bloodshed and wickedness of Algiers and Turkestan was stopped, and could only be stopped, when civilized nations in the shape of Russia and France took possession of them. The same was true of Burma and the Malay States, as well as Egypt, with regard to England. Peace has come only as the sequel to the armed interference of a civilized power which, relatively to its opponent, was a just and beneficent power. If England had disarmed to the point of being unable to conquer the Sudan and protect Egypt, so that the Mahdists had established their supremacy in northeastern Africa, the result would have been a horrible and bloody calamity to mankind. It was only the growth of the European powers in military efficiency that freed eastern Europe from the dreadful scourge of the Tartar and partially freed it from the dreadful scourge of the Turk. Unjust war is dreadful; a just war may be the highest duty. To have the best nations, the free and civilized nations, disarm and leave the despotisms and barbarisms with great military force, would be a calamity compared to which the calamities caused by all the wars of the nineteenth century would be trivial. Yet it is not easy to see how we can by international agreement state exactly which power ceases to be free and civilized and which comes near the line of barbarism or despotism. For example, I suppose it would be very difficult to get Russia and Japan to come to a common agreement on this point; and there are at least some citizens of other nations, not to speak of their governments, whom it would also be hard to get together.

"This does not in the least mean that it is hopeless to make the effort. It may be that some scheme will be developed. America, fortunately, can cordially assist in such an effort, for no one in his senses would suggest our disarmament; and though we should continue to perfect our small navy and our minute army, I do not think it necessary to increase the number of our ships—at any rate as things look now—nor the number of our soldiers. Of course our navy must be kept up to the highest point of efficiency, and the replacing of old and worthless vessels by first-class new ones may involve an increase in the personnel; but not enough to interfere with our action along the lines you have suggested. But before I would know how to advocate such action, save in some such way as commending it to the attention of the Hague Tribunal, I would have to have a feasible and rational plan of action presented.

"It seems to me that a general stop in the increase of the war navies of the world *might*



PRESIDENT ROOSEVELT AND THE GUN-POINTERS OF THE BATTLE-SHIP MISSOURI be a good thing; but I would not like to speak too positively offhand. Of course it is not only in Continental Europe that the armies are too large; and before advocating action as regards them I should have to weigh matters carefully—including, by the way, such a matter as the Turkish army. At any rate nothing useful can be done unless with the clear recognition that we object to putting peace second to righteousness.

" Sincerely yours,
" Theodore Roosevelt.
" Hon. Carl Schurz, Bolton Landing,
" Lake George, N. Y."

In my own judgment the most important service that I rendered to peace was the voyage of the battle fleet round the world. I had become convinced that for many reasons it was essential that we should have it clearly understood, by our own people especially, but also by other peoples, that the Pacific was as much our home waters as the Atlantic, and that our fleet could and would at will pass from one to the other of the two great oceans. It seemed to me evident that such a voyage would greatly benefit the navy itself; would arouse popular interest in and enthusiasm for the navy; and would make foreign nations accept as a matter of course that our fleet should from time to time be gathered in the Pacific, just as from time to time it was gathered in the Atlantic, and that its presence in one ocean was no more to be accepted as a mark of hostility to any Asiatic power than its presence in the Atlantic was to be accepted as a mark of hostility to any European power. I determined on the move without consulting the Cabinet, precisely as I took Panama without consulting the Cabinet. A council of war never fights, and in a crisis the duty of a leader is to lead and not to take refuge behind the generally timid wisdom of a multitude of councilors. At that time, as I happen to know, neither the English nor the German authorities believed it possible to take a fleet of great battleships round the world. They did not believe that their own fleets could perform the feat, and still less did they believe that the American fleet could. I made up my mind that it was time to have a "show down" in the matter; because if it were really true that our fleet could not get from the Atlantic to the Pacific, it was much better to know it and be able to shape our policy in view of the knowledge. Many persons publicly and privately protested against the move on the ground that Japan would accept it as a threat. To this I answered nothing in public. In private I said that I did not believe Japan would so regard it because Japan knew my sincere friendship and admiration for her and realized that we could not as a Nation have any intention of attacking her, and that if there were any such feeling on the part of Japan as was alleged that very fact rendered it imperative that that fleet should go. When in the spring of 1910 I was in Europe I was interested to find that high naval authorities in both Germany and Italy had expected that war would come at the time of the voyage. They asked me if I had not been afraid of it, and if I had not expected that hostilities would begin at least by the time that the fleet reached the Straits of Magellan? I answered that I did not expect it; that I believed that Japan would feel as friendly in the matter as we did; but that, if my expectations had proved mistaken, it would have been proof positive that we were going to be attacked anyhow, and that in such event it would have been an enormous gain to have had the three months' preliminary preparation which enabled the fleet to start perfectly equipped. In a personal interview before they left I had explained to the officers in command that I believed the trip would be one of absolute peace, but that they were to take exactly the same precautions against sudden attack of any kind as if we were at war with all the nations of the earth,

BRASS BUDDHA
Presented to President Roosevelt by the Dalai Lama

and that no excuse of any kind would be accepted if there were a sudden attack of any kind and we were taken unawares.

My prime purpose was to impress the American people; and this purpose was fully achieved. The cruise did make a very deep impression abroad; boasting about what we have done does not impress foreign nations at all, except unfavorably, but positive achievement does; and the two American achievements that really impressed foreign peoples during the first dozen years of this century were the digging of the Panama Canal and the cruise of the battle fleet round the world. But the impression made on our own people was of far greater consequence. No single thing in the history of the new United States navy has done as much to stimulate popular interest and belief in it as the world cruise. This effect was forecast in a well-informed and friendly English periodical, the London "Spectator." Writing in October, 1907, a month before the fleet sailed from Hampton Roads, the "Spectator" said:

"All over America the people will follow the movements of the fleet; they will learn something of the intricate details of the coaling and commissariat work under warlike conditions; and in a word their attention will be aroused. Next time Mr. Roosevelt or his representatives appeal to the country for new battle-ships they will do so to people whose minds have been influenced one way or the other. The naval programme will not have stood still. We are sure that, apart from increasing the efficiency of the existing fleet, this is the aim which Mr. Roosevelt has in mind. He has a policy which projects itself far into the future, but it is an entire misreading of it to suppose that it is aimed narrowly and definitely at any single power."

I first directed the fleet, of sixteen battleships, to go round through the Straits of Magellan to San Francisco. From thence I ordered them to New Zealand and Australia, then to the Philippines, China, and Japan, and home through Suez—they stopped in the Mediterranean to help the sufferers from the earthquake at Messina, by the way, and did this work as effectively as they had done all their other work. Admiral Evans commanded the fleet to San Francisco; there Admiral Sperry took it; Admirals Thomas, Wainwright, and Schroeder rendered distinguished service under Evans and Sperry. The coaling and other preparations were made in such excellent shape by the Department that there was never a hitch, not so much as the delay of an hour, in keeping every appointment made. All the repairs were made without difficulty, the ship concerned merely falling out of column for a few hours, and when the job was done steaming at speed until she regained her position. Not a ship was left in any port; and there was hardly a desertion. As soon as it was known that the voyage was to be undertaken men crowded to enlist, just as freely from the Mississippi Valley as from the seaboard, and for the first time since the Spanish War the ships put to sea overmanned—and by as stalwart a set of men-of-war's men as ever looked through a port-hole, game for a fight or a frolic, but withal so self-respecting and with such a sense of responsibility that in all the ports in which they landed their conduct was exemplary. The fleet practiced incessantly during the voyage, both with the guns and in battle tactics, and came home a much more efficient fighting instrument than when it started sixteen months before.

The best men of command rank in our own service were confident that the fleet would go round in safety, in spite of the incredulity of foreign critics. Even they, however, did not believe that it was wise to send the torpedo craft around. I accordingly acquiesced in their views, as it did not occur to me to consult the lieutenants. But shortly before the fleet started, I went in the Government yacht Mayflower to inspect the target practice off Provincetown. I was accompanied by two torpedo-boat destroyers, in charge of a couple of naval lieutenants, thorough gamecocks; and I had the two lieutenants aboard to dine one evening. Towards the end of the dinner they could not refrain from asking if the torpedo flotilla was to go round with the big ships. I told them no, that the admirals and captains did not believe that the torpedo-boats could stand it, and believed that the officers and crews aboard the cockle-shells would be worn out by the constant pitching and bouncing and the everlasting need to make repairs. My two guests chorused an eager assurance that the boats could stand it. They assured me that the enlisted men were even more anxious to go than were the officers, mentioning that on one of their boats the terms of enlistment of most of the crew were out, and the men were waiting to see whether or not to re-enlist, as they did not care to do so unless the boats were to go on the cruise. I answered that I was only too glad to accept the word of the men who were to do the job, and that they should certainly go; and within half an hour I sent out the order for the flotilla to be got ready. It went round in fine shape, not a boat being laid up. I felt that the feat reflected even more credit upon the navy than did the circumnavigation of the big ships, and I wrote the flotilla commander the following letter:

"May 18, 1908.

"*My dear Captain Cone:*

A great deal of attention has been paid to the feat of our battle-ship fleet in encircling South America and getting to San Francisco; and it would be hard too highly to compliment the officers and enlisted men of that fleet for what they have done. Yet if I should draw any distinction at all it would be in favor of you and your associates who have taken out the torpedo flotilla. Yours was an even more notable feat, and every officer and every enlisted man in the torpedo-boat flotilla has the right to feel that he has rendered distinguished service to the United States navy and therefore to the people of the United States; and I wish I could thank each of them personally. Will you have this letter read by the commanding officer of each torpedo-boat to his officers and crew?

"Sincerely yours,
"THEODORE ROOSEVELT.

"Lieutenant Commander Hutch. I. Cone,
U. S. N., Commanding Second Torpedo
Flotilla,
"Care Postmaster, San Francisco, Cal."

There were various amusing features connected with the trip. Most of the wealthy people and "leaders of opinion" in the Eastern cities were panic-struck at the proposal to take the fleet away from Atlantic waters. The great New York dailies issued frantic appeals to Congress to stop the fleet from going. The head of the Senate Committee on Naval Affairs announced that the fleet should not and could not go, because Congress would refuse to appropriate the money—he being from an Eastern seaboard State. However, I announced in response that I had enough money to take the fleet around to the Pacific anyhow, that the fleet would certainly go, and that if Congress did not choose to appropriate enough money to get the fleet back, why, it would stay in the Pacific. There was no further difficulty about the money.

It was not originally my intention that the fleet should visit Australia, but the Australian Government sent a most cordial invitation, which I gladly accepted; for I have, as every American ought to have, a hearty admiration for, and fellow-feeling with, Australia, and I believe that America should be ready to stand back of Australia in any serious emergency. The reception accorded the fleet in Australia was wonderful, and it showed the fundamental community of feeling between ourselves and the great commonwealth of the South Seas. The considerate, generous, and open-handed hospitality with which the entire Australian people treated our officers and men could not have been surpassed had they been our own countrymen. The fleet first visited Sydney, which has a singularly beautiful harbor. The day after the arrival one of our captains noticed a member of his crew trying to go to sleep on a bench in the park. He had fixed above his head a large paper with some lines evidently designed to forestall any questions from friendly would-be hosts: "I am delighted with the Australian people. I think your harbor the finest in the world. I am very tired and would like to go to sleep."

The most noteworthy incident of the cruise was the reception given to our fleet in Japan. In courtesy and good breeding the Japanese can certainly teach much to the nations of the Western world. I had been very sure that the people of Japan would understand aright what the cruise meant, and would accept the visit of our fleet as the signal honor which it was meant to be, a proof of the high regard and friendship I felt, and which I was certain the American people felt, for the great Island Empire. The event even surpassed my expectations. I cannot too strongly express my appreciation of the generous courtesy the Japanese showed the officers and crews of our fleet; and I may add that every man of them came back a friend and admirer of the Japanese. Admiral Sperry wrote me a letter of much interest, dealing not only with the reception in Tokyo but with the work of the men at sea; I herewith give it almost in full:

"28 October, 1908.

"*Dear Mr. Roosevelt:*

"My official report of the visit to Japan goes forward in this mail, but there are certain aspects of the affair so successfully concluded which cannot well be included in the report.

"You are perhaps aware that Mr. Denison, of the Japanese Foreign Office, was one of my colleagues at The Hague, for whom I have a very high regard. Desiring to avoid every possibility of trouble or misunderstanding, I wrote to him last June explaining fully the character of our men, which they have so well lived up to, the desirability of ample landing places, guides, rest houses, and places for changing money in order that there might be no delay in getting the men away from the docks on the excursions in which they delight. Very few of them go into a drinking place, except to get a resting place not to be found elsewhere, paying for it by taking a drink.

"I also explained our system of landing with liberty men an unarmed patrol, properly officered, to quietly take in charge and send off to their ships any men who showed the slightest trace of disorderly conduct. This letter he showed to the Minister of the Navy, who highly approved of all our arrangements, including the patrol, of which I feared they might be jealous. Mr. Denison's reply reached me in Manila, with a memorandum from the Minister of the Navy which removed all doubts. Three temporary piers were built for our boat landings, each three hundred feet long, brilliantly lighted and decorated. The sleeping accommodations did not permit two or three thousand sailors to remain on shore, but the ample landings permitted them to be handled night and day with perfect order and safety.

"At the landings and railroad station in Yokohama there were rest houses or booths, reputable money changers, and as many as a thousand English-speaking Japanese college students acted as volunteer guides, besides Japanese sailors and petty officers detailed for the purpose. In Tokyo there were a great many excellent refreshment places, where the men got excellent meals and could rest, smoke, and write letters, and in none of these places would they allow the men to pay anything, though they were more than ready to do so. The arrangements were marvelously perfect.

"As soon as your telegram of October 18, giving the address to be made to the Emperor, was received, I gave copies of it to our Ambassador to be sent to the Foreign Office. It seems that the Emperor had already prepared a very cordial address to be forwarded through me to you, after delivery at the audience, but your telegram reversed the situation and his reply was prepared. I am convinced that your kind and courteous initiative on this occasion helped cause the pleasant feeling which was so obvious in the Emperor's bearing at the luncheon which followed the audience. X., who is reticent and conservative, told me that not only the Emperor but all the Ministers were profoundly gratified by the course of events. I am confident that not even the most trifling incident has taken place which could in any way mar the general satisfaction, and our Ambassador has expressed to me his great satisfaction with all that has taken place.

"Owing to heavy weather encountered on the passage up from Manila the fleet was obliged to take about thirty-five hundred tons of coal.

"The Yankton remained behind to keep up communication for a few days, and yesterday she transmitted the Emperor's telegram to you, which was sent in reply to your message through our Ambassador after the sailing of the fleet. It must be profoundly gratifying to you to have the mission on which you sent the fleet terminate so happily, and I am profoundly thankful that, owing to the confidence which you displayed in giving me this command, my active career draws to a close with such honorable distinction.

"As for the effect of the cruise upon the training, discipline, and effectiveness of the fleet, the good cannot be exaggerated. It is a war game in every detail. The wireless communication has been maintained with an efficiency hitherto unheard of. Between Honolulu and Auckland, 3,850 miles, we were out of communication with a cable station for only one night, whereas three [non-American] men-of-war trying recently to maintain a chain of only 1,250 miles, between Auckland and Sydney, were able to do so only for a few hours.

"The officers and men as soon as we put to sea turn to their gunnery and tactical work far more eagerly than they go to functions. Every morning certain ships leave the column and move off seven or eight thousand yards as targets for range measuring fire control and battery practice for the others, and at night certain ships do the same thing for night battery practice. I am sorry to say that this practice is unsatisfactory, and in some points misleading, owing to the fact that the ships are painted white. At Portland, in 1903, I saw Admiral Barker's white battle-ships under the searchlights of the army at a distance of 14,000 yards, seven sea miles, without glasses, while the Hartford, a black ship, was never discovered at all, though she passed within a mile and a half. I have for years, while a member of the General Board, advocated painting the ships war color at all times, and by this mail I am asking the Department to make the necessary change in the Regulations and paint the ships properly. I do not know that any one now dissents from my view. Admiral Wainwright strongly concurs, and the War College Conference recommended it year after year without a dissenting voice.

"In the afternoons the fleet has two or three hours' practice at battle maneuvers, which excite as keen interest as gunnery exercises.

"The competition in coal economy goes on automatically and reacts in a hundred ways. It has reduced the waste in the use of electric light and water, and certain chief engineers are said to keep men ranging over the ships all night turning out every light not in actual and immediate use. Perhaps the most important effect is the keen hunt for defects in the machinery causing waste of power. The Yankton by resetting valves increased her speed from 10 to 11½ knots on the same expenditure.

"All this has been done, but the field is widening, the work has only begun. . . .

"C. S. Sperry."

When I left the Presidency, I finished seven and a half years of administration, during which not one shot had been fired against a foreign foe. We were at absolute peace, and there was no nation in the world with whom a war cloud threatened, no nation in the world whom we had wronged, or from whom we had anything to fear. The cruise of the battle fleet was not the least of the causes which insured so peaceful an outlook.

When the fleet returned after its sixteen months' voyage around the world, I went down to Hampton Roads to greet it. The day was Washington's Birthday, February 22, 1909. Literally on the minute the homing battle craft came into view. On the flagship of the Admiral I spoke to the officers and enlisted men as follows:

"*Admiral Sperry, Officers and Men of the Battle Fleet:*

"Over a year has passed since you steamed out of this harbor and over the world's rim, and this morning the hearts of all who saw you thrilled with pride as the hulls of the mighty war-ships lifted above the horizon. You have been in the Northern and the Southern Hemispheres; four times you have crossed the line; you have steamed through all the great oceans; you have touched the coast of every continent. Ever your general course has been westward; and now you come back to the port from which you set sail. This is the first battle fleet that has ever circumnavigated the globe. Those who perform the feat again can but follow in your footsteps.

"The little torpedo flotilla went with you around South America, through the Straits of Magellan, to our own Pacific Coast. The armored cruiser squadron met you, and left you again, when you were half-way round the world. You have falsified every prediction of the prophets of failure. In all your long cruise not an accident worthy of mention has happened to a single battle-ship, nor yet to the cruisers or torpedo-boats. You left this coast in a high state of battle efficiency, and you return with your efficiency increased; better prepared than when you left, not only in personnel but even in material. During your world cruise you have taken your regular gunnery practice, and, skilled though you were before with the guns, you have grown more skillful still; and through practice you have improved in battle tactics, though here there is more room for improvement than in your gunnery. Incidentally, I suppose I need hardly say that one measure of your fitness must be your clear recognition of the need always steadily to strive to render yourselves more fit; if you ever grow to think that you are fit enough, you can make up your minds that from that moment you will begin to go backward.

"As a war machine, the fleet comes back in better shape than it went out. In addition, you, the officers and men of this formidable fighting force, have shown yourselves the best of all possible ambassadors and heralds of peace. Wherever you have landed you have borne yourselves so as to make us at home proud of being your countrymen. You have shown that the best type of fighting man of the sea knows how to appear to the utmost possible advantage when his business is to behave himself on shore, and to make a good impression in a foreign land. We are proud of all the ships and all the men in this whole fleet, and we welcome you home to the country whose good repute among nations has been raised by what you have done."

[THE END]

THE NEW BOOKS

FOR LOVERS OF SCOTT[1]

Almost every one is asked, "Which do you prefer, Thackeray or Dickens?" And very nearly every one replies without hesitation, naming the one or the other. But to no one is ever put the question, "Which do you prefer, Scott or"—any other novelist. Thackeray and Dickens may be compared; Scott is incomparable. Some of us love Dickens, some of us love Thackeray; but Scott stands by himself.

Mr. Olcott, in his delightful book, keeps this fact constantly in mind. Himself a devoted reader of Scott, he writes for other readers as devoted—confident that they number all who have ever opened one of Sir Walter's volumes. The "country" of Sir Walter Scott to which Mr. Olcott takes us and through which he guides us comprises every place in Scotland, England, Wales, and the outlying islands where Scott found or placed a story or poem, or an incident in a story or poem, and every place in which, from his infancy to his death, he ever lived or made a visit. Moreover, we are told in how far Scott's country is to-day as it was when he lived so nobly in it and wrote so magically of it.

With two exceptions the chapter titles of the book are the names of Sir Walter's works, in chronological order; beginning, of course, with "The Lay of the Last Minstrel," and ending with "Castle Dangerous." Each of these chapters deals with the country of the work indicated in its title. And how satisfying to the lover of Scott is the way in which this is done! Not only are we taken to the scene of the particular story or poem, we are also shown the places where lived the persons who told Scott the legend or history, or made known to him the person, that inspired him to write that story or poem. In every instance the full and varied richness of each bit of country is revealed to us; fact and fiction, history and tradition—it all becomes ours.

The beautiful illustrations, from photographs taken by the author, make us long to follow his lead still further; we also, if we were able, would wander from place to place in Scott's country, taking photographs of its hills and dales, its castles and cottages. The country of no other writer, perhaps, is so essentially lovely to look upon and to picture.

Besides the twenty-nine chapters in the book concerned with the works of Scott, there are two others—the first and the last. These are entitled, respectively, "The Making of Sir Walter" and "A Successful Life," and are the most significant in the entire book. The first tells of the childhood and boyhood of Scott, and of the early years of his manhood. The last gives an account of the heroic years of his later life, after the failure of the Ballantynes. Lovers of Sir Walter will love him the more deeply after perusing these two chapters. Even those who feel that they know him well as a man will desire to know him better. Mr. Olcott, before visiting Scott's country, re-read all of Scott's works; and also, he mentions, he re-read Lockhart's "Life of Sir Walter Scott." As the other chapters of his book move us to re-read Scott's works, so will the opening and the closing chapters impel us to re-read Lockhart's "Life of Sir Walter Scott."

Mr. Olcott's book is a real contribution to Scott literature. Lovers of Scott will like reading it—and re-reading it.

Seine from Havre to Paris (The). By Sir Edward Thorpe. The Macmillan Company, New York. $4.

It seems strange that travelers to Europe pay so little attention to the River Seine. Most travelers see it at Paris, and a few see it at Rouen and Havre. But very few take enough interest in it to see it as it appears at many interesting points in its course. Take Rolleboise, for instance. One does not usually think of banks two hundred feet above the river and a view across country of many miles. Yet if one should alight on the railway line between Paris and Rouen at one end of the two-mile tunnel which cuts off the river's thirteen-mile bend and go around that bend, one would get an idea of the Seine as it really is in perhaps its most picturesque estate. It is a deep-water river here. On one side is a great plain with acres of forest and turnip-fields. A little distance away rise a chain of chalk cliffs. In another direction are the towers of Montes, recalling William the Conqueror. It was at Montes that William was destined to meet his end, for in galloping through the streets his horse stumbled and threw the rider, who was so seriously injured as to die six weeks later. All this countryside is full of interesting architecture. Its churches and bridges and fortresses date from very early ages. But the traveler's interest is sure to be more enchained by the banks of the river itself, by its forests and hillsides, and its villas with their landing-stages and terraced gardens. At last we have in Sir Edward Thorpe's volume an adequate description of the Seine. Nor is the handsome book, with its attractive illustration, a "little work," as its author calls it; it is a thoroughly digested volume. One can see on every page that its information is based upon personal knowledge. It should invite many to the pleasures arising from a summer cruise on the Seine.

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[1] The Country of Sir Walter Scott. By Charles S. Olcott. With a Portrait, Maps, and Sixty Illustrations from Photographs by the Author. Houghton Mifflin Company, Boston. $3.

A History of Land Mammals in the Western Hemisphere. By William Berryman Scott. The Macmillan Company, New York. $5.

This is a thorough and complete treatment of a large scientific subject. It is not written for the zoölogist as distinguished from the layman, but it is nevertheless so full and exact in its methods that both classes of readers will find it of value. Full use has been made of the enormous amount of material about animal life on this continent which is now available in the great museums like the Smithsonian and the American Museum of Natural History. It is also true that nowhere has there been such systematic, broad use of this material. The book is illustrated with over thirty large plates and perhaps a hundred drawings by the well-known animal painter Bruce Horsfall. The frontispiece, reproducing the animal life about a Pleistocene tar pool in southern California, is a particularly spirited and no doubt truthful presentation of animals of a far-distant past. Dr. Scott took part in the Princeton expeditions to the Bad Lands of southwestern Wyoming, which expeditions were first thought of by three Princeton undergraduates.

Coming Canada (The). By Joseph King Goodrich. A. C. McClurg & Co., Chicago. $1.50.

Mr. Joseph King Goodrich has already instructed us about various lands. Now he instructs us concerning "The Coming Canada." He first tells us about Canada before it grew to its present estate, about French and English colonization, and about the way in which the country's natural wealth was developed. Then he shows us the Canada of to-day, in its attractiveness to the colonist, the agriculturist, the railway builder, the industrialist, the tourist, and the sportsman. In the third place, of special interest is what Mr. Goodrich has to say concerning the relations of the United States and Canada. With regard to reciprocity, we read that a majority of the Dominion's citizens would be glad to have a certain form of reciprocity. But a majority voted against President Taft's proposal. Mr. Goodrich explains this by saying that this action does not contradict his affirmation, that the proposed treaty was defeated by sensation-mongers and alarmists. After their influence has passed away, there is no reason, Mr. Goodrich believes, to think that a reciprocity treaty or agreement drawn on practically the same lines as President Taft's would be rejected by the Canadians.

American Railroad Economics. By A. M. Sakolski, Ph.D. The Macmillan Company, New York. $1.25.

Dr. Sakolski, a lecturer in the New York University School of Commerce, has published a notable volume concerning the economic conditions of our railways. The book is valuable both to investors and to students. It is especially valuable at this time when Government regulation under the Inter-State Commerce Law is becoming increasingly necessary. Dr. Sakolski discusses railway capitalization, construction, equipment, rates, competition, securities, trunk line systems, traffic classification, density and agreements, and the systems of accounting. The author's arrangement of his topics does not seem quite the natural one, but his text is clear and compact.

"According to My Gospel." By Hugh Black. The Fleming H. Revell Company, New York. $1.50.

The twenty-six short discourses here included under a title furnished by the text of the first are masterly specimens of the expository preaching in which Professor Black became proficient in Scotland, where it is much in vogue. Its aim is to explain, illustrate, and interpret the religious experience of which the Scriptures are the classic record. That these discourses draw apt lessons from the Old Testament as freely as from the New adds to their freshness and value as an enrichment of our homiletical literature. They are dedicated "to the First Congregational Church of Montclair, and to the beloved memory of Amory Howe Bradford," of whose pulpit Dr. Black took charge for a year and a half after his decease in 1911.

Quest of Life (The). By Charles Reynolds Brown. The Pilgrim Press, Boston. $1.25.

Life that is life indeed in full realization of its noblest ideal is the theme of this volume of discourses from Yale by Dr. Brown, now the Moderator of the National Council of the Congregational Churches. "I shall be glad," says their author, "if they help to light the way for the open mind and resolute heart into a finer experience of those aids to right living which come from a world unseen." Simple, direct, sympathetic, incisive, in their pointed application of the lessons of experience in the defeated and the successful quest of life, whichever one of these discourses one may read, it is distinctly uplifting, energizing, inspirational.

Staffordshire Pottery and Its History. By Josiah C. Wedgwood, M.P., C.C. McBride, Nast & Co., New York. $3.25.

This is a book marked by perfect taste in every detail, and it will be a joy to the collector even apart from its importance as a contribution to his knowledge. Josiah C. Wedgwood, the great-great-grandson of the Prince of Potters, writes from intimate and inherited interest in his fascinating subject. Fact and fiction have united to cast a glow of romance about the Five Towns of North Staffordshire. As the author says, the history of pottery is the history of the district and the history of the whole lives of the inhabitants. No one who has not felt the collector's thrill can understand the fascination of English pottery, the depth of the blue, or the the glow of the glaze, or the soft, rich tones of Spode or Minton. To one who has been touched, this beautiful and charmingly written book will make a strong appeal. The old potters were men of unique devotion to their art, arising, as it did, from the rude necessities of peasant households. A few portraits of sturdy master potters and a few pictured bits of rare old pottery enrich the volume, which glows with the names of Wedgwood, Spode, Wheeldon, Elers, Wood, and many more of like fame.

Picturesque New Zealand. By Paul Gooding.
Houghton Mifflin Company, Boston. $3.50.

Mr. Paul Gooding has published a travel book of singular beauty and charm. In many respects it is a unique book, for its subject is New Zealand, and we have been little educated with regard to that great democracy. Mr. Gooding's is no guide-book, nor is it an encyclopædic summary of notable sociological and industrial conditions. It is rather an intimate picture of New Zealand; of its shores, forests, caves, geysers, mountains, glaciers, birds, and fishes, and especially of its men and women—and of these, particularly of those whose ancestors were cannibals.

Through England with Tennyson. By Oliver Huckel. The T. Y. Crowell Company, New York. $2.

This is an illustrated chronicle of what might be called a Tennysonian pilgrimage through England, extended to the places associated with the poet and with his poems. Large space is given to Lincolnshire, where Tennyson was born, and which he always loved. It was his belief that the sea rolled in upon the Lincolnshire coast with more majesty and resonance than anywhere else in England; and Mr. Huckel wisely gives large space to the country in which Tennyson spent his boyhood days, and to which he often referred, either by way of description or of reminiscence, in his later life. Cambridge and the London of Tennyson's time, Farringford and the Isle of Wight, which has been the shrine of so many lovers of the poet, Aldworth, among the Surrey Hills, where Tennyson died, Tintagel, Camelot, Winchester, and Amesbury Abbey suggest what may be called a geographical background of the entire body of Tennyson's poetry; and this background is sketched, not only by the pen of the writer of this book, but by the use of illustrations and quotations from the poems.

Athens, the Violet-Crowned. By Lilian Whiting.
Little, Brown & Co., Boston. $2.50.

Lilian Whiting has the misfortune of giving singularly "gushy" titles to her books, and the latest—"Athens, the Violet-Crowned"—is no exception. But let no reader mistake the worth of the book. It will tell him a great deal about Greek art and life as shown in the architectural and sculptural remains at Athens, and it will tell him also a great deal about the present aspects and resources of that city. For these reasons it is well worth reading. We would call particular attention to the excellent character sketches of the King and of his great Prime Minister. The illustrations are well chosen, but one regrets that the book's size doubtless prevented an increase in their number.

To the River Plate and Back. By W. J. Holland. G. P. Putnam's Sons, New York. $3.50.

This is the narrative of a scientific expedition conducted by Dr. Holland in little-known parts of South America; but incidentally it includes description and comment on the capitals and better-known parts of Brazil, Argentina, and the Lesser Antilles Islands. The origin of the expedition came through the desire of Mr. Andrew Carnegie to comply with the suggestion of the President of Argentina that its National Museum would welcome a replica of the skeleton of Diplodocus Carnegiei, such as has been presented to the museums of many European countries. Accordingly Dr. Holland took charge of the matter, and a beautiful photograph of the original of all these replicas, which is in the Carnegie Museum at Pittsburgh, serves as frontispiece to the book. Incidentally, the book gives an answer to the question, "What is a Diplodocus?" Dr. Holland is an agreeable writer and evidently a voluminous taker of notes. The book is decidedly popular rather than scientific in the limited sense. It is illustrated with some beautiful reproductions of color-drawings by the author, and by scores of photographs.

War and Waste. By David Starr Jordan.
Doubleday, Page & Co., New York. $1.25.

Mr. Winston Churchill, First Lord of the Admiralty in the British Cabinet, reiterated the other day his recommendation that England and Germany take a naval holiday. In other words, he expressed the hope that those nations would abandon this year's plan for additions to their respective navies. They would be at the end of the year proportionately where they are now. This brings up again the question of the limitation of arms about which so much has already been written. The latest contribution is a book by David Starr Jordan in which he develops his well-known pacificist's views, taking examples from very latter-day events—for instance, from the war in the Balkans. Dr. Jordan seems to think that the Turk, with all his blood record, could be eliminated in some other way. It is very much to be feared that he could not be eliminated in any other way. But the causes of war in general bring their own impressive lesson. We believe that the nations of the world are gradually learning that lesson. Whether one agrees with this author's views or differs from them, he will find much of suggestiveness in the volume.

William of Germany. By Stanley Shaw, LL.D. The Macmillan Company, New York. $2.50.

Mr. Stanley Shaw has written an interesting book on an interesting subject. The text might have been condensed with some profit for the busy man, but if one have leisure enough he will not find the text too long. The English author is at great pains to give a conscientiously drawn portrait. His portrait seems fairly accurate; it certainly is atmospheric. The book will do good not only in acquainting the world further with a fascinating character, but also in helping the cause of better relations between England and Germany. Those relations should be founded on the better understanding which such an informative book as this must give.

Life of the Fly (The). By J. H. Fabre. Dodd, Mead & Co., New York. $1.50.

Most people know little about the fly and the spider, and care nothing, except to crush them out of existence; so, when a man writes of the life and habits of these insects in such a way as to hold the attention and interest of the indifferent and arouse enthusiasm from those who know, he may well be described, in Maeterlinck's words, as "one of the glories of the civilized world." He certainly infuses life into a branch of study which, except to the scientific, has always seemed a highly uninteresting field, probably because he pries into life rather than into death, as many scientists do. Fabre himself said of his work: "I write above all things for the young. I want to make them love the natural history; . . . and that is why, while keeping strictly to the domain of truth, I avoid your scientific prose, which, too often, alas! seems borrowed from some Iroquois idiom." This "Life of the Fly" contains also some chapters of highly interesting autobiography.

Public Opinion and Popular Government. By A. Lawrence Lowell. Longmans, Green & Co., New York. $2.25.

Dr. A. Lawrence Lowell's writings on political subjects are characterized by accurate scholarship, poise of judgment, and a trained judicial temper. These qualities give peculiar value to his discussion of the relation of public opinion to popular government. Democracy is government by public opinion, and therefore what constitutes public opinion, what questions it can determine, and how its determinations can best be expressed and made effective are fundamental problems in democracy. Public opinion is not merely the opinion of the majority, nor is unanimity necessary to public opinion; it is such an opinion in the community as the minority acquiesce in. The fundamental defect in the democracy of the Latin republics has been that the minority would not acquiesce in the decision of the majority unless they were forced to do so. This is no longer true in such republics as France, Brazil, the Argentine Republic, and Chile. Hence their increasing stability. Mr. Lowell's views respecting modern methods for making public opinion effective are those of a cautious student, not those of an enthusiastic reformer. Recall is "another device for restraining misconduct rather than for improving the conditions under which the legislature works." "It is by no means yet proved that the direct primary is the road to the promised land." "It would seem wiser to confine the referendum to questions involving general principles alone, and to the class of matters where the public is normally familiar with the facts required for the decision." "That direct popular action upon laws, when wisely and scientifically applied, will prove highly useful in certain conditions of society we may well believe without expecting it to usher in the millennium." Dr. Lowell's book may be confidently recommended to the study of editors, reformers, and legislators interested in the preservation and promotion of popular government.

Barn Doors and Byways. By Walter Prichard Eaton. Small, Maynard & Co., Boston. $2.50.

This book is a collection of fourteen essays reprinted from various periodicals. All lovers of nature, of sane, wholesome philosophy, and of pleasant writing will be glad to see them in permanent book form; and the illustrations, from paintings and drawings in color and black and white by Walter K. Stone, add to the attractiveness of the volume as a gift book. To those who know the country its title, "Barn Doors and Byways," is alluring, and even those whose acquaintance with rural life is periodic and spasmodic only must know how life centers about a country hay barn. It is, one may say, the point in the landscape where the wild and domestic meet; a place for adventures with squirrels, rats, and yellow-jackets; and the barn door, forever framing for a country-born person some perfect bit of landscape, makes a good starting-point for the charming byways through which the reader may wander with Mr. Eaton. And these bring us, too, into the very heart of New York—up "The Harbor," and into "Washington Square," which he calls "A Meditation," and where he finds as much beauty, though of another sort, as in any rural spot.

MANY INVENTIONS

UNITED STATES LEADS THE WORLD IN TELEPHONES

Although the United States contains but five per cent of the population of the globe, it has sixty-nine per cent of all the telephones in the world and sixty-five per cent of the telephone mileage.

In New York City alone there are 500,000 telephones—more than twice the quota of London. Berlin has but 210,000, and Paris only 92,000. The whole of Germany has but one-seventh the number of telephone stations operated in the United States. In 1912 there were made in the whole world 19,000,000,000 telephone calls, to which number the United States alone contributed 13,229,900,000.

This supremacy, comments the "Technical World Magazine," is largely due to the unrestricted competition of independent enterprise in this country.

ELECTRICITY IN FARM WORK

More and more the farmer is finding it possible to use electricity for power as well as lighting. Mr. D. R. Palmquist, in a most readable article in the "Scientific American," says:

Realizing that the farm offers a large outlet for electric power, many central stations throughout the country have extended their transmission lines into the rural districts. From these lines they are supplying the farmers with electricity for light and power. . . . The manufacturers have done a great deal in making it possible to use electric power on farms, as they are now offering all sorts of farm machines readily adaptable for electric drive. There is scarcely a modern electric device for the farm that is not effecting a large saving in time and a consequent reduction in the amount of hired help needed, for most of the ordinary appliances require but one operator.

Here is a sample installation, one of several described by Mr. Palmquist:

Cost of wiring house and barns, $86; cost of meters, $51.50; number of lights installed, 30; number of motors installed, 2; size of motors, 3 horse-power and ½ horse-power. Machines operated by above motors: Feed grinder, grain elevator, pump, cream separator, wood saw, wash machine.

IS RED THE BEST COLOR FOR DANGER SIGNALS?

Red has been the sign of danger and a warning signal since the earliest times. Just why it was selected as a danger warning is a question for the anthropologist and historian to determine. It is unfortunate that this color, which is becoming increasingly important with the growing danger of accidents in civilized life, is the color to which many human eyes are insensitive. Color-blindness is apparently becoming more common. In its most frequent form, it is impossible for the color-blind person to distinguish red from green, yet those two colors, which are the most confusing to the human retina, are the very ones which are in most common use as signals for danger and caution. So common is red and green color-blindness that all licensed pilots, masters of vessels, engineers, firemen, motormen, and others employed in directing vessels, trains, trolley cars, and other means of transportation, are required to submit to a color test, and to prove that they possess an accurate degree of red-green color perception. The simple expedient of selecting as a sign of danger a color to which practically all human eyes are susceptible has only recently been suggested. "Drugs, Oils, and Paints," in a recent issue, contains an article by Dr. Francis D. Patterson suggesting a new signal to take the place of the familiar red warning. Experiments with the spectrum and with color-blind persons, as well as with various colors at different distances, lead Dr. Patterson to the conclusion that yellow and blue are the best colors for danger signals, as he says that they are the only colors which give rise to a normal color sensation as soon as they become visible, are the most luminous colors of the spectrum, and are permanent and fast, while color-blind persons react normally to them.

POWER FROM THE WAVES

Mr. John McDonald, of London, gives particulars of a plan he has devised for obtaining power from the waves of the sea or of lakes. His idea is to attach to a fixed point well below the level of low tide or low water a sheaved block through which is rove a rope or chain. This rope passes over a driving-wheel with shaft mounted above the highest level of the water on a pier or other suitable structure, and it carries a float which rises with the waves and falls by gravity. The motion thus imparted to the driving-wheel and shaft could, he considers, be utilized by means of a variable-throw pump to pump water or air which could be employed for the production of electricity or other purposes.

TREES AND LIFE

A bulletin of the Tree Planting Association brings out strikingly the way in which tree life benefits human life. That trees eat up the poisonous carbon-oxide which men breathe forth we all know, but to many this bulletin's facts about the influence of trees on temperature (the tree has a fixed temperature of 54° F.) and their functions of absorption and transpiration will be new. We quote parts of this:

The tree has the power of absorbing and thus removing from the air the malarial emanations from the street, and from putrefying waste matter, so abundant in cities. In this respect they are the scavengers of the air, and protect people from a large number of what are known by sanitarians as "filth diseases." The older physicians of this city record the fact that as the forests were removed new and fatal fevers, hitherto unknown, appeared.

Transpiration is another function of a tree which contributes greatly to man's comfort and health. This act consists in absorbing large quantities of water from the earth and emitting it as by spraying into the surrounding air by its leaves. This is a very cooling process and tends powerfully to reduce excessive temperature in the vicinity of the tree. The amount of water thus thrown into the air by a single tree varies with the weather, increasing as the temperature rises and diminishing as it falls.

The value of a single tree in thus modifying temperature was strikingly shown by the late Professor Pierce, of Harvard College, who made a mathematical study of the foliage of the famous "Washington Elm." The tree was then very old and decayed, but he found that it bore a crop of 7,000,000 leaves, exposing a surface of 200,000 square feet, or about five acres of foliage. Now, as one acre of grass emits into the air 6,400 quarts of water in twenty-four hours, it follows that this old tree sprayed into the surrounding air 32,000 quarts, or 8,000 gallons, or upward of 260 barrels of water every day.

FRAUDULENT RADIOACTIVE WATER

The United States Department of Agriculture, through the Bureau of Chemistry, lately issued the following warning to the public in regard to the so-called radioactive mineral waters offered for sale in bottles:

> There are indications of the beginning of an attempt to perpetrate a great fraud on the American people through advertising certain mineral waters as possessing radioactivity. These waters, in some cases, are taken from springs the waters of which as they come from the ground do possess certain radioactive properties. Examination of many of these waters by the Department's specialists indicates that whatever radioactivity they possess at the spring is due almost entirely to radium emanation rather than to the presence in the water of any substance possessing radioactivity. These emanations in the form of gas quickly disappear from the water, and, as a result, after the water has been bottled a short time, it will possess practically no radioactivity. The belief, long held by many people, that some mineral waters used at the springs are more effective than when bottled has been explained by some authorities on the ground that the beneficial effect of these waters is due to radioactivity. As the radioactivity disappears soon after the water is taken from the spring, any effect due to the radioactivity must be lost in a short time. If the radioactivity of a water in a spring is 100, four days after bottling it will be only 50 and twelve days after bottling 10. In a month it will be practically nothing compared with the original radioactivity of the water at the spring. The public, therefore, is warned to regard with suspicion any water advertised as possessing radioactivity.
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> The Department is now investigating a number of the so-called radioactive waters with the object of securing evidence that can be made a basis of prosecution for misbranding.

HOW SWEDEN GETS FOREIGN TRADE

The "American Machinist" says that a visit to Sweden and Swedish machine shops shows the important fact that the greater part of what one sees is intended for export. Sweden is a small nation, having a population of less than 6,000,000, and her manufacturers have been compelled to reach out for foreign trade. This they have done successfully, and in some cases 95 per cent of a shop's product goes abroad.

It is not too much to say that the most important group of manufactured articles, and the one which promises the greatest growth in the future, is the building of machines and tools. The progress in this line is striking. On the export side there has been a progressive increase year by year during the last decade, growing from $8,547,720 in 1910 to $9,827,560 in 1911.

There are about 1,500 factories in Sweden that manufacture machinery, and these give employment to about 60,000 workmen. It is estimated that the annual value of the output is $63,000,000. This includes all kinds of machine and metal work, from iron and steel down to watches and clocks.

THE CHANNEL TUNNEL

At the first Franco-British Touring Congress, held at London, Baron E. d'Erlanger read a report before three hundred members upon the present status of the proposed Channel tunnel. Speaking first of the history of the formation of the first tunnel company in 1876, soon after the difficulties of a diplomatic order had been overcome, he then referred to the projects of the present company. Construction work and expenses of the tunnel will be divided into two equal parts. The English and the French companies will thus be required to build about 12½ miles of tunnel and to furnish a capital of $40,000,000. He then dwelt upon the advantages which would be afforded by a tunnel connecting France and England as regards touring and from a commercial and military standpoint. Danger to England from an invasion from the Continent, which is one of the main objections to the enterprise, would be avoided by establishing forts around the English entrance, and also by taking the proper measures of construction so as to put the tunnel out of use in a few minutes. In case of need, the most effective means will be to fill up the tunnel with water. The project is one which is specially interesting from an industrial point of view, but also has a wider scope than mere pecuniary gain, as it will be an important factor in uniting the two nations.—*Scientific American.*

BY THE WAY

For the first time, London newspapers this year unanimously agreed to issue no editions on Christmas Day. This applied to both morning and afternoon papers. It seems that the largest city in the world can get along without "news" for one day at least.

Colored babies are often regarded as "cuter," if anything, than white babies. A newspaper for Negroes, "The Crisis," notes the fact that at a recent baby show held in Fall River, Massachusetts, the first prize was won by a one-year-old colored baby, the only colored entrant in the contest.

Though the world is said to be constantly growing smaller with the growth of transportation facilities, there are still some places that are tolerably distant from civilization, Easter Island, for instance, in the South Pacific; an American crew has been marooned since last June on that desolate spot, which is 3,000 miles west of Chile and is visited by only one vessel a year. An appeal has been made to the Bureau of Navigation to rescue the shipwrecked men, whose plight has been made known by their captain, who managed to reach Tahiti and then San Francisco.

The "Automobile" estimates that on October 1 of this year there were 1,229,530 motor cars in the United States. New York leads with 121,793 cars, and California is a close second with 118,135 cars. Ohio follows with 90,522, Illinois has 79,247, and New Mexico ends the list with 765 cars.

A railway conductor gives some commendable quotations from a booklet issued to conductors and trainmen by the Lehigh Valley Railroad. Among them are these: "A good railroad man will never guy passengers, give short or flippant answers to questions, nor will he laugh at the mistakes of the rustic and the 'rube.'" "If the man you are dealing with is foolish, vain, overbearing, or impudent, do not imitate him." "It is the business of a good railroad man to meet discourtesy with unfailing patience."

A proclamation prohibiting the importation of munitions of war into Ireland has resulted, despatches state, in the seizure of 50,000 rounds of ammunition sent from Birmingham. The proclamation is of special interest to American travelers, for if they land at Queenstown they are liable to a rigorous search for arms or ammunition.

Blind boys can learn to be good gardeners, according to Mr. G. H. Marshall, of the Connecticut Institution for the Blind. In the "Outlook for the Blind" he describes the work of the boys: "Some mistakes were made at first, plants being pulled up for weeds; but the boys very quickly learned to distinguish between vegetables and weeds by the texture and shape of the leaves." The blind children were intensely interested in this creative work. They raised all the vegetables required for their household.

Political meetings in Australia, it seems, are often held on Sunday, and the "Australian Christian World" deprecates the practice. "The Premier of New South Wales," it says, "is stated to have addressed a political meeting on a Sunday night recently while a religious service was being held in a neighboring church." "A good deal of political work is being done on the Lord's Day," the "Christian World" concludes. It believes "the whole thing is wrong, whether from the standpoint of religion or politics."

"A woman wearing expensive furs climbed over the ten-foot iron fence shutting off the staircase leading to the train level in the Pennsylvania Station yesterday morning," is the astonishing introduction to a news paragraph in a New York paper. The possibly sufficient explanation for the lady's acrobatic feat follows: "The woman was met half way by a station official, who had just picked up a gold-mounted bag containing $21,000 in $1,000 bills and jewelry worth about $50,000." The bag had been forgotten by the athletic lady.

The whaling bark Charles W. Morgan, of New Bedford, is said to be the oldest whaling vessel in the world. Built in 1841, she has hunted whales for seventy-two years and is still seaworthy. On her latest voyage she took 3,000 barrels of sperm oil and secured fifteen pounds of that coveted trophy, ambergris, which is the whaleman's greatest prize.

Fresh air as a specific for pulmonary trouble had a curious advocate recently in a woman found sleeping in City Hall Park, New York, on a cold night. Asked as to why she did not go to the municipal lodging-house, she replied: "I am not in need of money, but I am in need of fresh air. I have a small room with a skylight window, but I wouldn't live long if I slept there every night. So I decided to sleep in the open. You see, I haven't enough money for an inclosed porch; but I don't have to accept charity or aid from anybody."

The last living link that bound Kit Carson's memory to the world has disappeared in the death of "Old Scout" Wiggins at Denver recently. He had been the one surviving member of Carson's famous band of trappers and scouts. He crossed the plains in 1838. His death is said to have been due to an operation to remove a bullet which he received in an Indian fight in 1850.

Recent mysterious disappearances of young girls in New York City bring to mind the fact that it is now three years since Dorothy Arnold vanished from the world. Miss Arnold, whose disappearance roused great interest, was last seen in a well-known bookstore on Fifth Avenue; after buying a book she walked up the Avenue and has never been seen since by friends or relatives. Her case outvies in mystery that of Charley Ross, for he was clearly kidnapped and held for ransom.

The Marquis of Queensberry and other old-time patrons of the English prize ring must rest uneasily in their graves: a Frenchman has defeated the heavyweight champion of England in a pugilistic contest! On the Englishman's own ground, too! And the Briton bore the formidable name of "Bombardier" Wells. He was knocked out in the first round by plain Georges Carpentier, the French champion. Thus is Waterloo avenged!

The Harvard senior class has elected A. L. Jackson, a Negro, as class orator, and he will be the principal speaker at the Commencement exercises next June. He won his election by a large plurality over five other candidates for the honor.

John Redmond, the Irish Parliamentary leader, has declined the offer of a national testimonial from his followers, an example that comes too late for some of his predecessors to imitate. He declined the gift in these emphatic words: "While extremely grateful for the suggestion, I most strongly protest against the project."

The date of the invention of ice-cream soda is now pushed back to 1863 by Mr. J. H. Hubbard, of Cambridge, Massachusetts, who says that at that time an ice-cream soda fountain made by G. D. Dows, of Boston, was in use in the pharmacy of A. S. Wiley in Cambridge. Mr. Hubbard quotes this advertisement from the Harvard "Advocate" of September 19, 1866:

"Say, wouldst thou drink? Behold the icy fount
That daily pours its stream of 'ice cream soda.'"

This concoction, we trust, was not that of the European who, wishing to supply his patrons with American ice-cream soda, presented them with a mixture of ice, cream, and soda!

A consignment of several thousand eggs has arrived in San Francisco from China, to help relieve the American egg famine. Needless to say, these are not the kind of eggs really prized by the Chinese, the forty-year-old variety, but are comparatively fresh and suitable for the uneducated taste of the outer barbarians.

Writing of the women of Arles, famous for their beauty, in "Harper's Magazine," Richard Le Gallienne says: "I confess that I sought in vain for that flawless Greek profile, and, were I to tell the simple American truth, I would say that I did not see a single pretty face! . . . One beautiful old face I shall never forget, that of an old country woman. . . . Hers was the only face I saw in Arles which compelled a second thought."

The men who go down into the sea, literally, in submarine craft will be heartened by the news that when a British submarine, the C14, was sunk recently as the result of a collision, no loss of life ensued. This is said to be the first time a submarine has been rammed and sunk without any resulting fatalities.

Dr. Otto Arendt, of Berlin, a member of the Reichstag, lately declared in that assembly that universal expositions had become antiquated and should be replaced by exhibitions along specialized lines. Americans, and especially Californians, will not agree to this until at least after the year 1915.

A $10,000 prize offered for the best novel has been won by Miss Leona Dalrymple, of Passaic, New Jersey. Her story is called "Diane of the Green Van," and the judges, S. S. McClure and Miss Ida Tarbell, awarded Miss Dalrymple the prize after considering nearly a thousand manuscripts offered in the contest.

The new tariff has lessened the duty on some grades of Oriental rugs, but these charming floor coverings continue to bring good prices. At a recent auction sale in New York City a sixteenth-century Ispahan rug, 22 x 12 feet, brought $6,500. This was an "Abbasid court carpet," and presumably had once graced the palace of Abbas the Great, a Persian king who succeeded in curbing the pride of the conquering Turks at the height of their power.

With the growing scarcity of wild fur-bearing animals, it is becoming profitable to breed in captivity animals which have valuable fleeces or furs. The "American Agriculturist" prints a picture of an American "Persian lamb" grown in New York State. It comments: "Arebi lambs when born are very black and have a tight-curled fur which has a wonderful luster. . . . It is thought by some that this race of sheep will supply a long-felt want in providing a product for the fur trade."

"Wilson's Photographic Magazine" for December is its fiftieth anniversary number. It contains many fine examples of early and recent photographic work, including a portrait of that early master of photographic art, D. O. Hill, of Scotland, whose work is generally admitted never to have been excelled and rarely equaled by his successors; some of these, such as Mrs. Kasebier, Clarence White, and others, are represented in this jubilee number. A fine specimen of color photography appears as a frontispiece.

George W. Cable, the novelist, has long been suffering from an affection of the eyes. He was recently operated on successfully for cataract, and may soon be in a position to resume his literary activities.